

JUNE 26, 1954

LEATHER AND SHOES

The Magazine for Executives

5-Year Shoe Manufacturers' Profits 2.5%

Pink—Positive For Men (Stylescope)

Shoe Production: First Half 1954

USMC's New Breast Leaf Splitting Machine

State Committee Probes Leather Union

New Type Suede Leather



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LISTEN TO THIS!

Corduroy suede. R. & A. Kohnstamm, Ltd., English tanner of calf suede and other leathers, has worked up a new suede with a corduroy finish. The effect is most noticeable on heavy-weight suedes. Italian shoe designers have adapted the corduroy-suede to men's shoes with plain toes, have the corduroy lines running the length of the shoe. The effect has also been produced on lightweight suede calf for women's shoes.

Current quips. Comment of a shoeman in a recent talk: "He that talketh by the yard, and thinketh by the inch, should be kicked by the foot." Then there's the one that happened in a shoe store. The customer said, "I want something in a low heel." The clerk: "To go with what, Madam?" The reply: "To go with a short, fat husband."

French shoe buying. A survey of 5,500 French families on shoe-buying habits showed that only 55 percent were satisfied with their shoes; 80 percent preferred long wear to cheap prices; 23 percent bought shoes for comfort, and only 10 percent for appearance, while 30 percent wanted more sizes



PICTURES ON YOUR TOES. A new fad — decorating your toenails with picturesque decals. The decals come in six different designs, and an appropriate size for each toenail. In colors, there's a motif for every occasion. The package sells for \$1 retail, contains six different sets of toenail decals — hearts, leaf, musical notes, etc. They're called "Pinky Twinx."

in shoes, and 37 percent wanted more widths.

Ancient Bikini. A group of archaeologists dug up some ancient Roman remains right in the heart of London recently. One item found was a goat-skin leather garment like a modern Bikini bathing suit, that fits around the loins. The gal must have stepped right out of the 1500-year-old garment, for the sides had fastening laces, and one of them was still tied in a neat bow. The garment is now on display at Guildhall Museum, London.

Maximum ventilation. Willis Streit, 34, Fresno, Calif., was picked up by cops while hiking on highway 99. They didn't like the way he was dressed. He carried a duffle bag over his shoulder, had a pair of cowboy boots on his feet, and except for a mustache he wore nothing else.

Fortune afoot. Back at the turn of the century, Dr. William Scholl founded his now-famous foot-aids business. Today his company, with headquarters in Chicago, has over 400 branches in some 40 different countries throughout the world.

LEATHER AND SHOES

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June 26, 1954

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Elmer J. Rumpf
PUBLISHER

William A. Rossi
EDITOR AND ASST PUBLISHER

Irving B. Roberts
NEWS AND MARKET EDITOR

James Malone
EDITORIAL RESEARCH DIRECTOR

Joseph B. Huttlinger
WASHINGTON EDITOR

Rosalie Marzbanian
PRODUCTION MANAGER

OFFICERS

Elmer J. Rumpf, President; C. E. Belding, F. G. Moynahan, W. A. Rossi, Vice-Presidents; L. C. Bedford, Secretary.

HEADQUARTERS

THE RUMPF PUBLISHING CO.
300 W. ADAMS ST., CHICAGO 6, ILL.
PHONE—CENTRAL 6-9353

EDITORIAL OFFICE

10 HIGH ST., BOSTON 10, MASS.
PHONE—LIBERTY 2-4652

Departments

Editorial	5
News X-Ray	6
Stylescope	10
News	13
Military Buying	18
Leather Markets	20
Tanning Materials	22
Hides and Skins	23
People	26
News Quicks	27
Canadian Notes	30
Want Ads	33
Coming Events	34
Deaths	34
Index to Ads	34



REPRESENTATIVES

BOSTON 10, MASS.—Frederick G. Moynahan, George G. Dunning, 10 High St., Liberty 2-4652 • NEW YORK 7, N. Y.—Cardwell E. Belding, 20 Vesey St., Barclay 7-8783 • WASHINGTON 4, D. C.—Joseph B. Huttlinger, 894 National Press Bldg., Executive 3-3733 • PHILADELPHIA 31, PA.—Cardwell E. Belding, 5201 Berks St., Greenwood 7-6785 • CINCINNATI 2, OHIO—Robert O. Bardon, 229 East Sixth St., Main 6662 • ST. LOUIS 16, MO.—Jos. Schalte, Jr., 3618 Bowen St., SWestbriar 3375 or Central 6913 • GREAT BRITAIN, AND EUROPE—J. B. Tratsart Ltd., 799 Harrow Road, Sudbury, Middlesex, England, ARnold 7687 • SWEDEN & NORWAY—Nils Haraldson, Drottninggaten, 2, Orebro, Sweden. Orebro 13027.

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EDITORIAL

Maybe It's Heresy, But — More Women Should Sell Shoes

Only Fashion Is Capable Of Bringing Increased Sales—
And Only Women Have A "Natural" Fashion Sense

CALL it heresy if you wish, but here goes.

There ought to be a lot more women selling shoes in stores.

Women in many cases have better potentials to do a more effective shoe-selling job than do men.

First, however, let's get set on a couple of points. We don't suggest that women should sweepingly replace men as shoe salesmen. And we definitely don't mean that women can do a better selling job in all types of shoes.

We do think women are capable of doing a more effective selling job in women's shoes (especially medium and better grades), in infants' and babies' shoes, in misses' and children's shoes, and in teen-age footwear.

We do not think they should sell men's or boys' shoes. And we don't think they can be particularly effective in family-type shoes.

Now, with the lines clearly drawn, let's see what we've got. We fully realize that the idea itself isn't new. There have always been saleswomen in shoe stores.

We realize, also, the prospective counter-argument that in most cases women haven't shown any particular advantages over men in selling shoes, and hence the incentives to hire more women are absent.

But our counterpoint is this: shoe business hasn't developed the potentials of women as sellers of shoes. They have simply "shoe-serviced" customers as men sales personnel do—displaying and fitting shoes. But their real selling potentials lie beyond this basic point.

First, as has been pointed out repeatedly in previous editorials, and as the unbiased figures demonstrate, fashion is more responsible for selling shoes beyond basic requirements that is any other single factor or combination of factors. It might be said, for example, that perhaps no more than 40 or 50 percent of the 500 million pairs of shoes made an-

nually are sufficient to serve America's *basic* shoe needs. By "basic" we mean shoes required for utility purposes, to keep the foot adequately covered and protected.

The remainder is purchased for fashion reasons—to fit to a particular occasion or use, or to coordinate with costumes.

There is a limitation to the number of "basic" or utility-purchase shoes that can be used and sold.

There is *no* limitation to the number of pairs that are motivated by fashion needs or wants.

In short, whatever sales-growth pattern is shown by the shoe industry will come by virtue of consumer buying for fashion.

Now, practically all women have a "natural" sense of fashion. As countless surveys have shown, the favorite topic of women isn't men or money, but clothes and fashions. Not only do they have a sound understanding of fashion, but a naturally acquired and currently attuned knowledge of fashion. To sum it up: they know fashion-coordination.

What we believe is one of the serious shortcomings of shoe business is the fact that footwear in most instances is sold as an isolated item rather than as a coordinated item—as something interwoven with other apparel and with specific uses.

A man tends to see shoes as an isolated item, while a woman tends to see shoes as part of a costume—in design, color, material. Therefore a woman obviously can be a far more effective seller of shoes—especially women's shoes where she is in a position to intelligently discuss fashion-coordination and the role of footwear in the total picture. She is by nature inclined to keep current pace with fashion trends. Therefore, she's in a much better position to render an *added* shoe-selling service (fashion coordination) that leads to extra-pairage sales.

Did you ever hear of a man selling millinery or dresses or blouses

or stockings or skirts? No, because a woman can best understand a woman's interests and needs in such items. Why, then, with shoes just as important an item in the total costume, should not women be sellers of footwear—and do the job more effectively?

As to juvenile footwear with the exception of boys', we won't dwell on this. It boils down to a simple point: women have a closer instinctive tie to small children. It applies to all other lines of children's apparel. Why not to shoes? Why are most school teachers in the lower grades women?

But here again, women are more capable of understanding the tie-in of fashion to children's shoes. They have a better sense of coordination of color, materials, designs. With this understanding they're better equipped to inspire extra-pairage purchases.

If all of these things are presumably obvious, why haven't they succeeded outstandingly with women already selling shoes? You simply don't drop a woman into a job and expect magical results to ensue. This is a matter of training—of converting potentials into realities. How many shoe saleswomen are *trained specifically* to utilize fashion coordination in selling shoes? Few are. Most are trained as any shoe salesman is trained: to know shoes, know location of stock, and know fitting. Most training stops there.

Another point. In Switzerland only women are used as shoe salesmen in stores. That's because they can be paid less than men. But if the same reason is applied in the U. S., the entire potential is undermined. Women shoe sellers should be selected on the basis of fashion knowledge and the ability to employ it in selling shoes; on the basis of sales ability, personal appearance and all the other attributes required of any effective sales person.

Keep in mind that the outstanding asset of women sales personnel is their knowledge of other women's fashion needs and wants. And if fashion helps sell more shoes—the intelligent application of fashion knowledge—then the people best equipped with such information should be the best equipped to sell a product involving fashion.

Reprints of the editorial at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1½c each.



news X-Ray

Shoe output due for good boost — last half year to improve . . . tannery injury rate nothing to boast about. . . Quartermaster move to Philadelphia on again.



First returns on shoe output for first six months this year shows drop of 7.7% below first half 1953. This is preliminary estimate of Tanners' Council which places Jan.-June 1954 total at 246,758,000 pairs.

Decline not as bad as it sounds. True enough, U. S. produced 266,513,000 pairs of footwear in the first half 1953 or some 20 million pairs more than this year to date. But the 1954 total is only 2.1% less than the 252,056,000 pairs made in the first half of 1952—by far, a more normal year.

Further, as the Council points out, shoe production over the past 24 months has averaged 502 million pairs per year. This is just about the going rate of retail sales over the same period. Thus, it follows that unless shoe consumption changes radically overnight, shoe production must step up over the next six-month period to keep pace with retail sales.

Here's another way to look at it. Output for the 12 months ending June 1953 amounted to 523.9 million pairs. For the 12 months ending a year later in June 1954, output amounted to 480.6 million pairs. This was a decline of 8.3%. But retail sales have declined nowhere near that rate. All of which means the drop in output has been felt in inventories, which by now are at razor thin levels in many instances. Keeping up with even normal demand over the last half of 1954 will necessitate increasing production to assure 500 million rate level for the entire year.



Lay offs in leather industry prominently mentioned by Department of Labor's Bureau of Employment Security as contributing to the rise in unemployment. Bureau reported that volume of initial claims filed by newly-unemployed workers covered by State unemployment insurance laws rose by 10,000 to 277,500 during the week ending June 19.

Initial claims increases reported by 34 states with largest increase in Indiana. Other industries contributing to new employment were automotive, household machinery, apparel and ordnance.



Injury-frequency rate of factory workers reached new low of 11.8 disabling injuries per million man-hours worked in first quarter 1954. This is 2% under previous low of 12.1 recorded in fourth quarter 1953 and 14 percent below average for the first quarter 1953. Conclusion: 1953 was a record year for safety but 1954 promises to be even better year.

Tannery injury rate well above the norm. For example, leather tanning and finishing industry had 35.8 disabling injuries per million man-hours worked in Jan., 1954, 33.7 in Feb., 28.3 in March for a first quarter average of 32.5. This compares to a rate of 29.8 in first quarter 1953, 22.1 in the fourth quarter, and an annual average of 27.3.

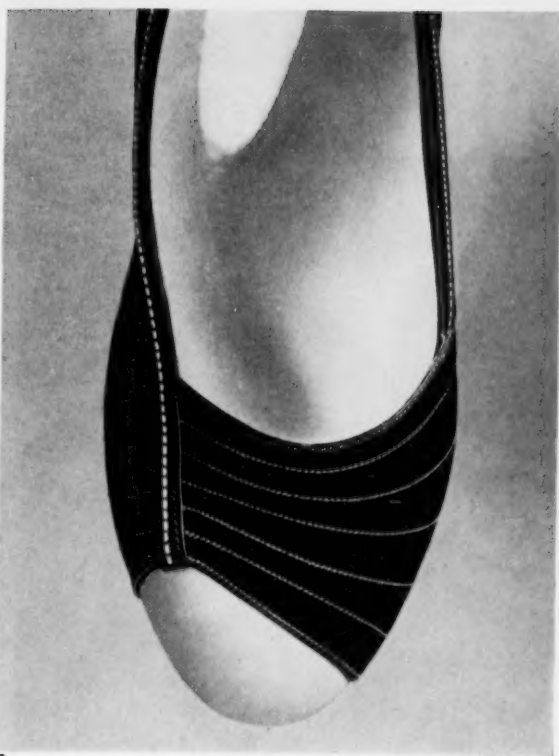
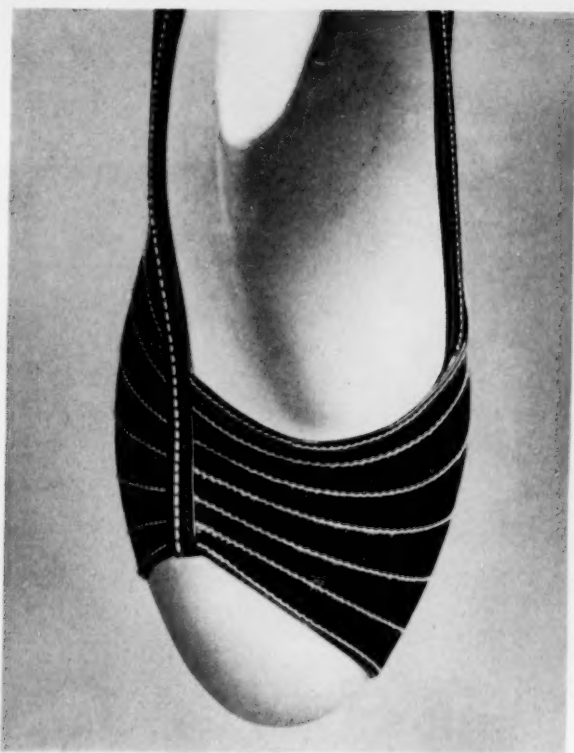
Footwear industry (except rubber) showed improvement. Rate was 6.4 in Jan. this year, 7.6 in Feb. and 7.0 in March with first quarter average of 7.0. This compares to rate of 8.5 in first quarter 1953, 7.2 in fourth quarter and annual average of 8.2. So shoe manufacturing industry may also have record year in this regard.



Efforts to make Quartermaster change its mind on projected move of Footwear Procurement Agency to Philadelphia have failed. Campaign to have purchasing offices shifted to Boston, the World War II site, spearheaded by Maxwell Field, executive vice president of New England Shoe and Leather Association.

Field told LEATHER AND SHOES this week that he has received word from Maj. Gen. R. P. Hollis that consolidation of Textile and Footwear Procurement Branches at Philadelphia Quartermaster Depot will be completed June 28. Originally this had been set for July 6 until held up by amendment offered in Congress by Sen. Herbert Lehman (D., New York). Lehman amendment defeated last week and Army is losing no time in completing transfer to Philadelphia.

One big reason Army wanted Philadelphia was new policy of cutting expenses by giving up leased or rented buildings. Move to Philadelphia permits use of Quartermaster Depot there. This took primary consideration, even over fact that Boston is far more logical center for footwear purchases. However, Field does not intend to give up fight, will keep pressing.



Which shoe would you buy?

Seeing both shoes side by side, one stitched with silk, the other with ordinary thread... the difference in appearance suddenly becomes startling and dramatic.

The silk stitches, made with a smaller needle, are neater, tighter, perfectly even... giving the shoe a finely finished, far more expensive look.

And because silk stitches hug down into the leather where they are protected against scuffing and staining by dirt or polish... the difference becomes even more pronounced with wear.

Quality-minded manufacturers like I. Miller, Delman, DeLiso Debs, J. P. Smith, Johnston and Murphy, Palizzio, Carmelettes, and many others... making shoes in all price ranges... insist on the superior appearance and performance of silk thread.

In this period of "Hard Sell," with shoe buyers demanding the utmost in quality of appearance... and your competition eager to satisfy that demand... can you afford anything less than silk stitching?

There are no complicated machine adjustments needed to change over... It's easy. And the cost of silk? Just a penny or two per pair! Write or call now for generous samples.



A Shoe with Cotton Stitching



B Shoe with Silk Stitching



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Silk Thread Corporation

MANUFACTURERS OF SILK THREADS OF THE HIGHEST QUALITY

8 MAJOR ADVANTAGES

are Yours when you use the **USMC WOOD HEEL** **NAILING MACHINE—MODEL C**

Already proved outstanding in more than 200 factories, this most recent United Wood Heel Nailing Machine contains the latest in design and engineering advances. It brings to permanent wood heeling these eight major improvements over previous models:

1

Increased Production

Gains have been made from 10 to 25%.

2

Greater Maintenance Economies

13% fewer parts — improved design protects parts — means less upkeep.

3

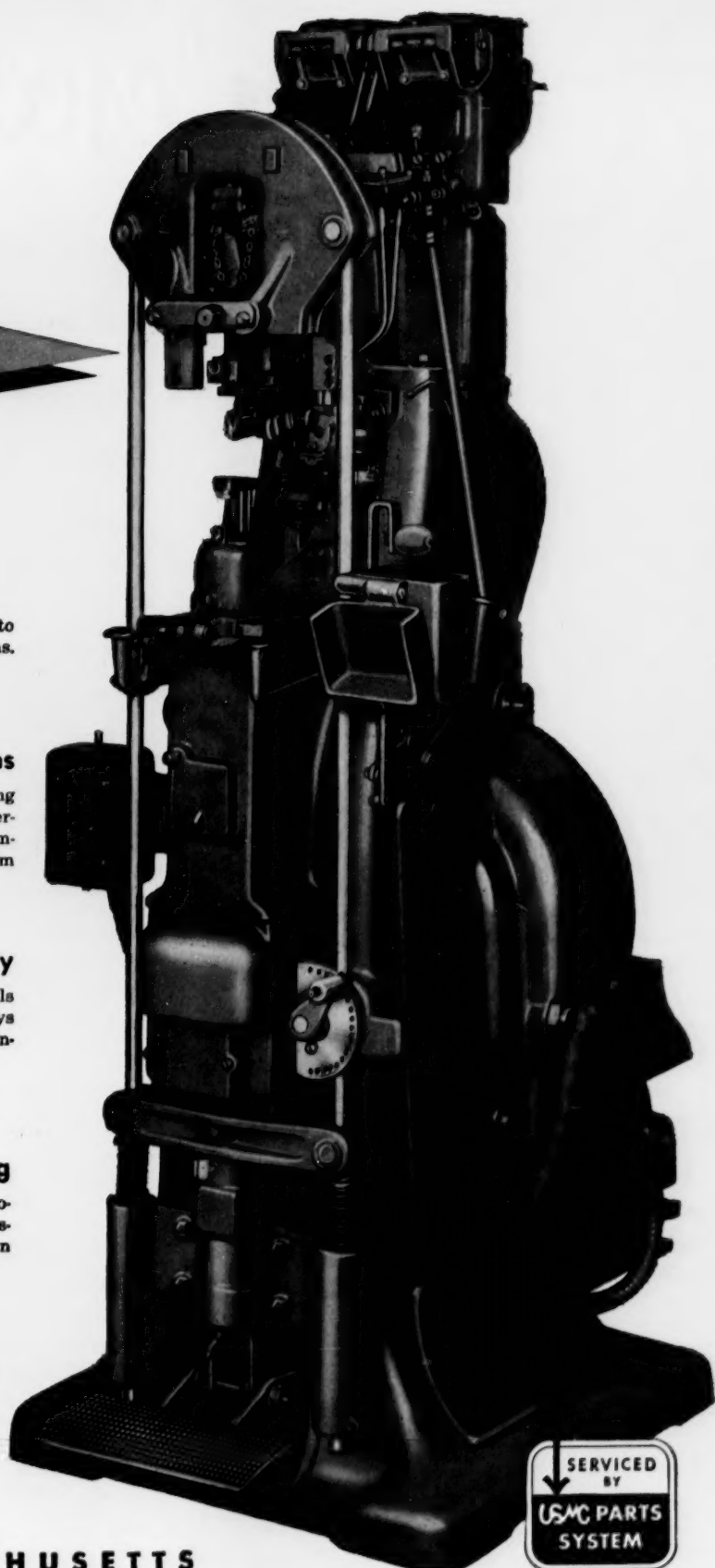
Benefits Operators

Improved safety features. Greater ease of operation. Reduces fatigue.

UNITED SHOE MACHINERY CORPORATION

LEATHER and SHOES

June 26, 1954



4

Improved Nail Handling Mechanisms

Helps prevent nail wastage — drives $\frac{3}{8}$ " to $\frac{9}{8}$ " nails in either five or six nail patterns.

5

Improved Nailing Mechanisms

Better nail positioning — improved holding of shoe — less parts breakage — easier operator maintenance and adjustment. Accommodates a wide range of wood heels, from the smallest to the largest sizes.

6

Improved Flexibility

Can handle two lengths or types of nails at once — any number up to eight raceways available by simple hand adjustment — increased nail pot capacity.

7

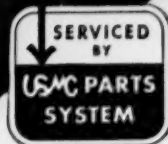
Improved Heel Clamping

Minimizes heel breakage — positive, automatic, hydraulic locking — clamping pressure remains constant as nails are driven through various kinds of materials.

8

Numerous Mechanical Improvements

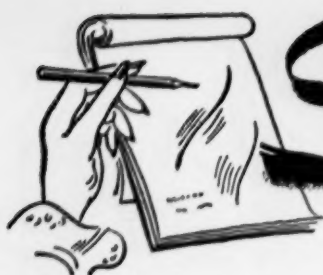
Improved power transmission for quiet, vibration-free operation and longer clutch life... plus many other improvements.



BOSTON, MASSACHUSETTS

June 26, 1954

LEATHER and SHOES



Stylescope

SHOE
FASHION
NEWS
AND TRENDS

Pink positive new style note in men's footwear. . . . Women's mid-heel styles show steady popularity rise. . . . Sophisticated flats get more fashion recognition.



Watch pink in men's footwear . . . mainly in casual and informal styles. We've said it before and it bears repeating: mass acceptance of pink in apparel and accessory fields has opened way for introduction of this color in footwear. Suppliers now coming up with such innovations as: pink welting, pink tassel trim, pink piping, binding, etc. Designers, previously hesitant, now creating such styles as: black moccasin toe patterns with pink plugs, styles with black welting and pink stitching, etc. Used mainly as a trim or in combination with black, pink trend will be big news in resort-spring lines. Patterns in all-over pink also in the style picture. One manufacturer now reports surprising demand for pink buck blucher oxfords, which were originally created for window dressing only.

Men's shoe industry lagging behind in color revolution taking place in men's apparel. Many manufacturers still stick to conservative colors in footwear, explaining their stand: "You just can't change men's footwear buying habits." But this doesn't hold water. Look at giant strides rubber footwear industry made by introducing bright, daring colors in men's lightweight canvas footwear. Man's acceptance of color in footwear doesn't make him something "undesirable" in a community. It's time for men's shoe industry to take bold steps forward in this color revolution.



New nautical knot trims slated for increased style recognition in men's footwear. Introduced as a variation of tassel ties, nautical knots now appearing on variety of slip-on shoes, including moccasin styles, padril types, side-laced gore patterns, etc. Knot styles inspired by illustrations in Navy manuals. Sketches of authentic Navy knots also shown in most encyclopedias, dictionaries . . . for designers' reference.



Slipper manufacturers optimistic over good acceptance of recently introduced at-home type shoes. Created for wear around-the-home, both indoors and

outside, shoes are lightweight, flexible, combine slipper comfort with semi-casual styling and outdoor wear qualities. Manufacturers feel: increased time away from jobs has made men more conscious of having specific apparel and footwear for these hours . . . styles distinctly different from more regimented type of business clothing and shoes . . . with emphasis on easy fit, comfort, lightness in weight, yet also incorporating smart, neat appearance.



Tapered, slim mid-heels, illusion heels, continue popularity rise. Many producers of women's novelty footwear who formerly did almost all business on high-heel patterns now indicate mid-heels account for 50 percent of sales. Some report even higher percentage of sales. Demand continues for both closed and open patterns . . . shoes that incorporate high-heel styling on medium height heel. Watch for more emphasis on mid-heels in forthcoming style pages of consumer fashion publications.

Flats also in for more fashion recognition in consumer publications. Sophisticated, continental look in flats introduced in I. Miller's fall line sets pace. These European-inspired flats have refined detailing and are made over slender-line lasts with a sleek elongated look. Appeal particularly to women in "above-teen" age bracket . . . women who like comfort of flats, but don't want kiddish styling of many present-day lines. New styles have tone-on-tone color treatments with vamp cutouts underlaid in lighter tone of upper color, fine stitching or lacing treatments, longer vamps . . . a lady-like look.

Joyce's line of flat heel styles with decoration around the heel also having big influence on designers of women's footwear. Flat-heel styles now on designers' drawing boards have rhinestone or nailhead trim circling heel, braid, porthole cutouts with bright leather or glitter fabric underlays. Expected to be particularly popular in at-home styles for holiday selling season when touches of glamour or glitter are seen throughout apparel and footwear stores and departments.



"Flex-ilience"

gives this shoe its
(sales) winning personality



Women will like the smart styling of this shoe, but they'll like even more the relaxing comfort provided by "Flex-ilience" . . . added by Armstrong's Cushion Cork®. "Flex-ilience" is an exclusive comfort blend of *flexibility* and *resilience*, the twin comfort features women want most in a shoe.

How does Cushion Cork offer this extra comfort advantage? The answer lies in what it's made of—soft sponged-rubber reinforced with tough, springy cork particles. Together, these materials support and protect the foot in walking, make Cushion Cork flexible and resilient for the life of the shoe.

Try Cushion Cork as an insert, platform, heel-to-toe cushion, or in an insole strip. It adds "Flex-ilience" no matter how it's used, and won't tear, bunch, or mat down in use.

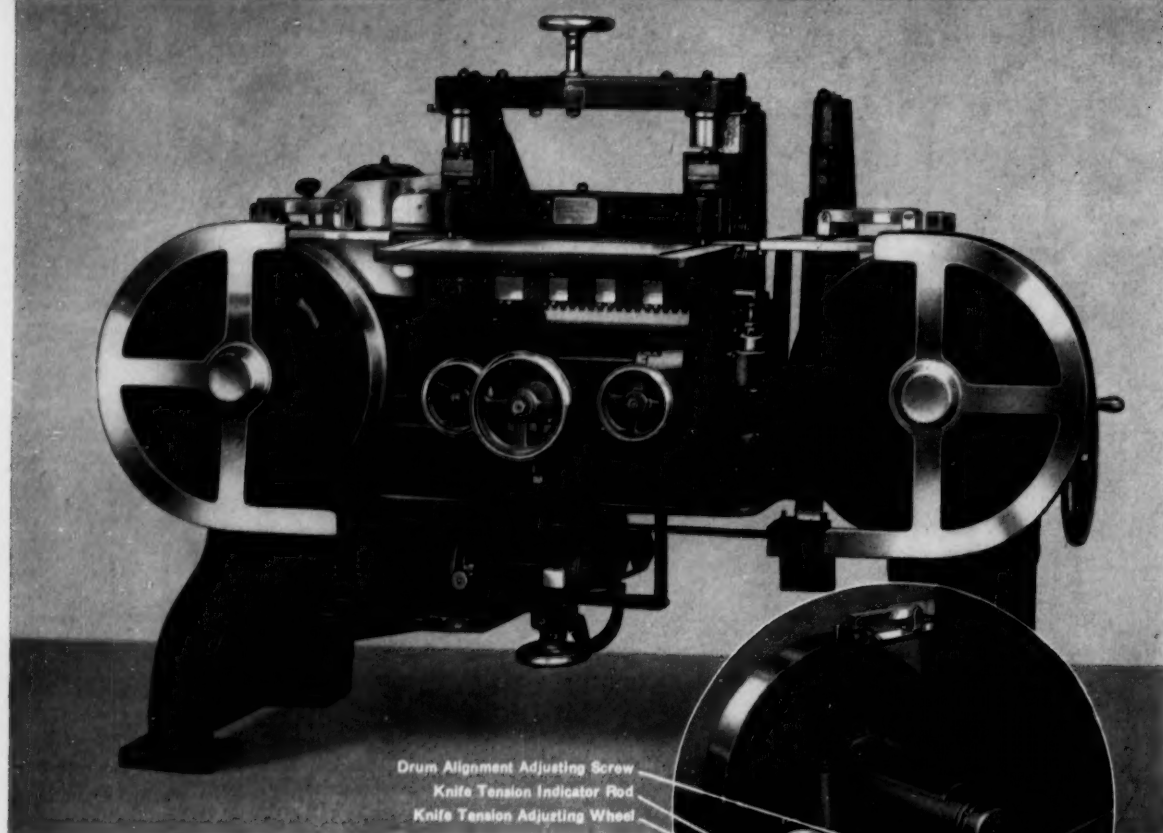
For working samples of Cushion Cork, call your Armstrong representative or write Armstrong Cork Company, Industrial Division 6306 Drury Avenue, Lancaster, Pennsylvania.

ONE WAY CUSHION CORK ADDS "FLEX-ILIENCE" TO SHOES

In this "T-Strap" Sbicca pump, an insert of Cushion Cork is cemented into the insole. Thus, resilient comfort is provided where it's most needed.



THE RANDALL PRECISION BAND KNIFE SPLITTER



Because of its many exclusive Randall engineering features, this machine can split leather and other materials with speed and accuracy never before possible, thus materially reducing production costs.

Independent Feed Roll Control which makes it possible to stop the feed rolls instantly and reverse them if necessary.

Individual Motor Drives for each unit. This eliminates complicated gearing, thus reducing vibration to a minimum and making the machine practically noiseless in operation.

A Tension Device to keep the knife taut.

A Knife Tension Indicator to provide visual means of determining correct knife tension.

Micrometer Adjustment for determining exact thickness of the split.

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A Universally Adjustable Head to insure accurate alignment of the Feed Rolls with the Knife.

A built-in Diamond Dressing Tool for the grinding wheels.

Sectional Feed Rolls to insure uniform split.

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LEATHER AND SHOES



The Magazine for Executives

HIT WHERE IT HURTS

Leather Union Asks Court Revoke Labor Board Ban

**Claims NLRB Ruling Weakens Union's
Position Throughout Tanning Industry**

We're being hurt and badly!

That's the word today from International Fur and Leather Workers Union, less than four weeks after the National Labor Relations Board withdrew its services from the Communist-led union.

The union went into the U. S. District Court in Washington this week to ask "a declaratory judgment and injunctive relief." In other words, the union asked the court to order the NLRB to serve the union.

The union request named three plants where IFLWU is losing out to rival unions. They are Safrit Leather Co., Lichtman Tanning Co., Pittsfield, Mass., and Joseph H. Mosser Leather Co.

Ben Gold, president of the union, was found guilty of lying to the board when he said he is not a member of the Communist Party. The board thereupon issued an order on May 28 of this year refusing any of its services to the union or any of its locals as long as Gold is the president.

Board officials have said flatly that the fur and leather workers union and its membership can qualify for use of the board by ousting Gold and electing non-Communists to lead the union.

This, however, IFLWU refused to do. At its May convention, the union re-elected Gold as president for another two-year term.

Detailing the suffering, the union request said: "As a result of the board's order, the union, its mem-

bers, and its affiliated and constituent organizations are suffering immediate and irreparable injury and will continue to suffer such injury in increasing degree so long as the order remains in effect."

The complaint continued: "Among the injuries suffered and to be suffered are the following:

"(a) On the basis of the order, the board is refusing to conduct an election to determine whether the employees of the Safrit Leather Co. desire to be represented by the union for purposes of collective bargaining, although on April 28, 1954, an election for the purpose had been directed by the board to be held within 30 days.

"(b) On the basis of its order, the board has refused to certify the union as the exclusive bargaining representative of employees of the Lichtman Tanning Co., Pittsfield, Mass., notwithstanding that on March 31, 1954, the union won a board-conducted election for the determination of bargaining representatives.

"(c) The order impairs the validity and effectiveness of union shop provisions contained in many existing bargaining contracts entered into by the union and its locals and affiliates in good faith with many employers throughout the United States and it prevents the union and any of its local joint and district councils from renewing or enforcing such agreements.

"(d) The union will be unable to participate in future elections to

determine collective bargaining representatives in proceedings now pending before the board and which may hereafter be instituted. Thereby it will lose its status as the exclusive representative of the employees in various plants. Furthermore rival unions may acquire such a status even though the majority of the employees, if allowed a free choice, would select the union as their representative.

"Thus, under date of June 15, 1954, the board directed the union be excluded from the ballot in an election to be conducted within 30 days at Joseph H. Mosser Leather Co., upon petition of a rival union despite the fact that the union has a collective bargaining agreement at said plant.

"(e) The union is excluded from the benefits of the provisions of the act prohibiting unfair labor practices by employees."



A. T. HANES, JR., elected vice president in charge of sales at Sandoz Chemical Works, Inc. Hanes was educated at the University of North Carolina and North Carolina State College, joined Sandoz in 1928 in the sales department of the Charlotte, N. C., branch. He was appointed sales manager of the Charlotte office in 1943.

UNDER SCRUTINY

State Committee Probes Salem Locals

Its troubles growing rapidly since the indictment of union leader Ben Gold on charges of signing a false non-Communist affidavit, International Fur and Leather Workers Union faced a portent of more trouble this week.

Investigators from the Massachusetts Committee on Communism are reported as probing the affairs of IFLWU locals in Salem and Peabody, Mass.

Atty. Thomas H. Bresnahan of Boston, chief counsel for the state committee, revealed that an investigator was operating in the Salem-Peabody area and had already interviewed one union member known to be in disagreement with official union policies. The Communist Party is officially outlawed in Massachusetts.

Richard B. O'Keefe, business agent of IFLWU's Local 21, in serving 2,300 leather workers in the Peabody, Salem, Danvers area recently went on radio to state that he and other local officers are not members of the Communist Party. He asked union members to await the outcome of Gold's appeal to the Supreme Court before passing judgment upon him.

Local 33, which represents 1,600 employees of A. C. Lawrence Leather Co., in Peabody, recently voted against financial support for Gold's appeal.

VITAL SAVINGS

United Shoe Offers New Splitting Machine

Costly damage to outsoles during stock fitting is virtually eliminated by United Shoe Machinery Corp.'s new Breast Leaf Splitting Machine — Model B which for the first time makes it possible to split flaps for Louis heels as one of the last operations in the outsole fitting sequence.

Unique feature of United's new machine is a conforming mechanism which feeds the grain side of the outsole on an even plane parallel to the splitting blade no matter how uneven the surface of the flesh side. For this reason flap splitting can now be done

after shank and forepart reducing, roughing, buffing, sole cementing, chamfering and rand inking.

Most important single advantage of the new machine is the elimination of torn flaps or holes in the flesh side of the sole under the flap which not infrequently occur at the sole roughing and sole cementing operation.

In factories where the flap is now being temporarily cemented after splitting, the new machine also prevents damage to flaps by eliminating the flap pulling-up operation before heel seat fitting or wood heel attaching. For the same reason, the operator laying up the flap will no longer be faced with the problem of boning out wrinkles often found in flaps which have been spot cemented.

As in the case of the Model A, the USMC Breast Leaf Splitting Machine — Model B can be set to produce a reinforced flap with either a heavy hinge or a heavy center. It is designed for use on either leather, rubber, or synthetic soles.

Since United's new machine will split up to 8" long and 6" wide, shoe manufacturers can also use it for splitting block soles as well as cookie insoles to provide a "naillless" heel seat. It can also be used to flesh heel seats for sewed seat work.

UNITED FRONT

Sullivan Lists Aims Of Independent Group

"Men will find they can prepare with mutual aid far more easily what they need, and avoid far more easily the perils which beset them on all sides by united forces."

Quoting from 17th century's Benedict Baruch Spinoza, Sam Sullivan, acting chairman of Independent Shoemen, applied the quotation to the purposes of the organization, comprised of independent tanners, materials suppliers, manufacturers, retailers, wholesalers, and traveling salesmen in the shoe industry.

Sullivan spoke before a group of St. Louis independent manufacturers and retailers at a luncheon meeting at Hotel Jefferson June 22.

"Mutual aid and a united front to cope with the trend toward centralization and to increase the overall consumption of footwear are among the prime objectives of Independent Shoemen," he said.

Explaining that the purpose of the group is to integrate all segments of

the shoe industry, Sullivan outlined the long-range plan of operation formulated at a Steering Committee meeting held in St. Louis last April.

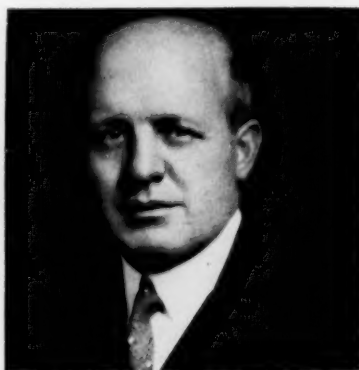
The saturation campaign on publicity promoting the program, Sullivan said, already is in operation. Advertisements in leading trade publications are scheduled for release regularly.

In addition, 50,000 brochures explaining the organization, its beliefs and plans are being mailed to persons in every branch of the shoe business.

Operating budget for the publicity campaign during the interim period prior to the national organizing conference to be held October 24 at the Sheraton Hotel in Chicago, he said, has to date been more than half subscribed.

Hickey Heads Evans

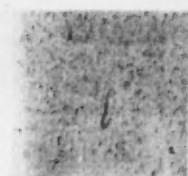
William F. Hickey, veteran Boston leather executive, has been elected president of John R. Evans & Co., Camden, N. J., kid and sheep leather tanner. He succeeds the late Thomas L. Van Derslice, who died May 18.



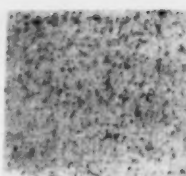
Hickey has been a director of the company since 1941 and in 1944 he was made vice president and sales manager operating from the Boston office.

The new Evans head started his career with New Castle Leather Co. and joined Evans as a salesman in its Boston office in 1909. Since that time, he has become widely known throughout the entire leather and shoe trade.

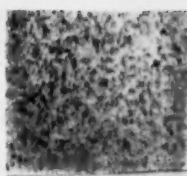
Hickey is a trustee of the Hibernia Savings Bank of Boston and is active in committee work in the Boston Chamber of Commerce. He makes his home in Winchester, Mass.



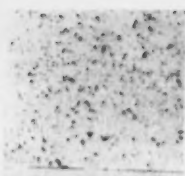
UNTREATED BUFF



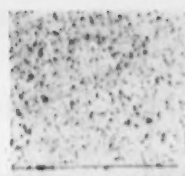
UNTREATED GREEN



UNTREATED BLACK



UNTREATED PINK



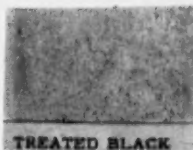
UNTREATED TAN



TREATED BUFF



TREATED GREEN



TREATED BLACK



TREATED PINK



TREATED TAN

BOON FOR GARMENTS

New Process Offers No Lint Suede

A new type of suede leather which minimizes and neutralizes the tendency of suede to catch and show unsightly lint is now being offered by Eastmor Leather Trading Corp. of Gloversville, N. Y. Called "East-No-Lint," it is expected to boost sales of suede leather garments.


Laboratory tests by United States Testing Co. show that the East-No-Lint suede is free of the bothersome, loose leather dust particles which have in the past soiled and smudged light-colored clothing worn with suede apparel. East-No-Lint Suede is available in all fashionable colors and in black and white, retains its natural feel and porosity, making it suitable for use in high-fashion as well as in sports apparel.

To introduce both the manufacturer of garments and the public to its new product, Eastmor is undertaking an extensive advertising campaign. All skins going to manufacturers will be stamped with the East-No-Lint trade mark, and hang tags for garments will aid the retailer at the point of sale.

Buys Chemical Firm

Union Bay State Chemical Co., Inc., of Cambridge, Mass., has announced purchase of Butler & Hayden Co. of Auburn, Me. The sale was effective as of June 15.

Daniel J. Butler of Butler & Hayden Co. has joined Union's staff and will handle the company's line of shoe chemicals in the state of Maine. Butler has had wide experience in the shoe manufacturing industry.



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SINCE 1919

Shoe Manufacturers' Profits Average 2.5% Annually Over Last Five Years

Dun & Bradstreet Study Shows Shoe Retail Profits 2.47%, While Shoe Wholesalers At Bottom Of List With 1.9%

Out of a list of 34 leading manufacturing industries, the shoe manufacturing industry is two-thirds down on the list as to percentage of net profits of net sales, according to a detailed study made by Dun & Bradstreet for the year 1952. Out of the 34 industries, 24 of them show a higher net profit on net sales than the 2.20 percent averaged by the shoe manufacturing industry. Only 10 out of the 34 show a lower net profit. (See Table 3.)

The study was based on the analysis of the financial statements of 104 shoe manufacturers in the five-year period 1948-52. The study also included a cross-section of representative shoe wholesalers (56 firms) and shoe retailers (84 concerns).

For the five-year period, the average annual net profit on net sales for

shoe manufacturers came to 2.50 percent.

Shoe retailers showed an almost identical figure, with 2.47 percent net profit on sales.

Shoe wholesalers, however, made the poorest showing with only 1.90 percent average annual net profit on sales over the five-year period.

However, measured from another standpoint — net profits on tangible net worth — the wholesalers showed the best figure: 9.23 percent. Shoe manufacturers were next with 8.79 percent, and retailers last with 7.58 percent.

The business enterprises used in this study included manufacturers, wholesalers and retailers of shoes generally having a tangible net worth of \$75,000 or more. That is, they came from the top 8.4 percent of the

industrial and commercial business concerns in their respective fields, measured by the size of their investment.

In Table 1 there are 14 important ratios or categories of "financial measurement" given for 104 representative shoe manufacturers, 56 shoe wholesalers, and 84 shoe retailers whose financial statements were studied.

The Table shows each financial category divided into "quartiles" or sections: upper, median, and lower. To obtain the ratios for each of these three sections or quartiles, figures were arranged in a graduating series, with the largest at the top and the smallest at the bottom.

For example, the median ratio of current assets to current debt of shoe manufacturers is given at 2.60. This is the halfway figure between the top and bottom figures. The ratio of 3.34 representing the upper quartile was one-quarter of the way down the series from the top — or halfway between the top and the median. The lower quartile ratio of 1.82 was one-quarter of the way up from the bottom — or halfway between the median and the bottom.

This method of making a financial study gets away from that big, broad classification of "averages" that attempts to strike a middle line by bringing in all groups, high and low. For example, if a group of erratic profit-makers and steady profit-makers are thrown together, an "average" figure of profits emerges. It is a true enough average, but at the same time does not give a true picture of profits within the industry.

The quartile approach avoids this. It says, in effect, let's divide shoe manufacturers (or wholesalers or retailers) into three distinct groups: (1) the upper-level profit makers; (2) the middle group; (3) the low-profit makers. In this way the financial conditions can be viewed in more accurate detail, by groups, rather than by that confusing catch-all lumped under a single "average" for all groups combined.

Thus, this study should prove an interesting and valuable guide to individual concerns. It enables them to make a comparison of these important balance sheet and operating ratios with concerns in their own financial categories (upper quartile, median, and lower quartile). For example, it shows that manufacturers' net profits on net sales in 1952 ranged from 1.85 percent in the lower quartile, to 3.30 percent in the upper

Table 2
1948-1952 Median Ratios of
Liquid Assets and Net Profits of
Shoe Manufacturers, Wholesalers and Retailers

	Number of Concerns	Current Assets to Current Debt Times	Net Profits on Net Sales Percent	Net Profits on Tangible Net Worth Percent
MANUFACTURERS:				
1948	45	2.92	1.73	6.76
1949	97	3.10	2.34	8.28
1950	105	2.49	4.13	13.95
1951	106	2.63	2.12	7.48
1952	104	2.60	2.20	7.46
5 Yr. Avg. ...		2.75	2.50	8.79
WHOLESALEERS:				
1948	33	4.06	2.93	16.75
1949	55	4.17	1.16	5.01
1950	54	3.31	2.12	8.68
1951	57	3.52	2.47	11.67
1952	56	3.25	0.84	4.04
5 Yr. Avg. ...		3.66	1.90	9.23
RETAILERS:				
1948	33	3.27	2.80	8.55
1949	56	3.73	1.63	4.95
1950	74	3.13	3.44	10.32
1951	80	3.00	2.56	7.54
1952	84	3.37	1.90	6.53
5 Yr. Avg. ...		3.30	2.47	7.58

Table 1
14 Balance Sheet and Operating Ratios
For Manufacturers, Wholesalers and Retailers of Shoes, 1952

	MANUFACTURERS (104 Concerns)			WHOLESALEERS (56 Concerns)			RETAILERS (84 Concerns)		
	Upper Quar- tile	Median	Lower Quar- tile	Upper Quar- tile	Median	Lower Quar- tile	Upper Quar- tile	Median	Lower Quar- tile
Current Assets to									
Current Debt (Times)	3.84	2.60	1.82	4.70	3.25	1.99	5.79	3.37	2.16
Net Profits on									
Net Sales (Percent)	3.30	2.20	0.85	1.77	0.84	0.27	3.81	1.90	0.57
Net Profits on Tangible									
Net Worth (Percent)	10.40	7.46	5.58	9.73	4.04	0.99	8.71	6.53	1.82
Net Profits on Net									
Wkg. Cap. (Percent)	5.38	9.78	6.65	9.81	4.45	1.05	15.99	7.95	2.15
Net Sales to Tang.									
Net Worth (Times)	5.55	3.39	2.84	6.76	4.78	3.61	4.35	2.94	1.86
Net Sales to Net									
Wkg. Cap. (Times)	6.13	3.80	3.08	7.52	5.56	3.94	7.55	3.80	2.77
Average Collection									
Period (Days) . . .	36	42	49	35	56	71	...	...	...
Net Sales to									
Inventory (Times) .	3.8	5.4	4.1	9.5	5.6	4.8	6.4	4.2	3.4
Fixed Assets to Tang.									
Net Worth (Percent)	10.2	17.6	24.7	0.1	3.6	9.7	5.0	11.0	21.5
Current Debt to Tang.									
Net Worth (Percent)	28.2	50.1	89.3	23.2	41.1	90.1	16.2	30.5	60.2
Total Debt to Tang.									
Net Worth (Percent)	54.2	62.1	96.2	...	...	...	42.9	74.9	102.7
Inventory to Net									
Wkg. Cap. (Percent)	54.9	77.4	118.9	51.2	78.9	106.5	69.3	100.4	133.9
Current Debt to									
Inventory (Percent)	50.5	74.4	139.5	47.9	72.9	99.4	26.4	44.3	65.7
Funded Debts to Net									
Wkg. Cap. (Percent)	15.2	29.8	34.6	...	...	...	12.6	27.8	46.2

quartile, with a median of only 2.20 percent. Profits for shoe wholesalers and retailers were even lower.

In Table 2 there is given the Median Ratios of "Liquid Assets and Net Profits" for the 1948-52 period, and the five-year average for current assets to current debt; percent of net profit on net sales; and percent of net profits on net worth.

Some interesting contrasts are shown in this table. For example, in the 1948-52 period, the best profit year (net profits on net sales) for shoe manufacturers was 1950, with 4.13 percent; the worst year was 1943, with 1.73 percent.

For wholesalers, the best profit year was 1948, with 2.93 percent, with 1952 the worst year with only 0.84 percent. Thus the best profit year for shoe wholesalers — 1948 — was the worst profit year for shoe manufacturers. And while the shoe manufacturers were having a fair profit year in 1952, it was a slump profit year for the wholesalers.

The retailers' best profit year was 1950, with 3.44 percent on net sales.

The poorest year was 1949, with only 1.63 percent.

Thus the contrasts: best profit year from retailers and manufacturers was 1950, and for wholesalers it was 1948. Poorest profit year for manufacturers was 1943; for wholesalers, 1952; for retailers, 1949.

Another interesting analysis is found in Table 1, based on the year 1952. For example, while the upper quartile group of shoe manufacturers showed a 3.30 percent net profit return on net sales, the low quartile group showed a return of only 0.85. However, there's an interesting reverse when profits are seen in comparison to net working capital. Here the upper quartile group showed 5.38 percent, while the lower quartile group showed 6.65 percent, an extremely high figure.

One answer to that, of course, is that an upper quartile manufacturer retains a high capital investment, and hence his profits, measured against that capital investment, are proportionately lower than the fellow working on a low investment — on the

proverbial shoestring. The latter's profits, no matter how small, would loom relatively large against his small working capital.

This is brought out more graphically by studying two other ratios in the table. For example, the upper quartile group shows current assets as 3.84 times above current debt. But the lower quartile group shows assets only 1.82 times above current debt.

Another similar comparison is total debt to tangible net worth. The upper quartile group shows a figure of 54.2 percent, while the lower quartile group has a higher debt percentage of 96.2.

Table 1 also provides an interesting comparison between profits (against sales) of shoe manufacturers and retailers. For the five-year period 1948-52, average net profits of these two groups were almost identical — 2.50 for manufacturers as against 2.47 for retailers.

Based on the quartile groups, the picture again was similar. In 1952, for example, the upper quartile group

Table 3
How Shoe Manufacturers' Profits On Net Sales
Compare With Profits Of Other Industries

Line of Business	Net Profits On Net Sales (Percent)	Line of Business	Net Profits On Net Sales (Percent)
Automobile Parts and Accessories	3.33	Hardware and Tools	4.37
Bakers	2.43	Hosiery	2.06
Bedsprings and Mattresses	2.97	Machine Shops	4.95
Bolts, Screws, Nuts, and Nails	4.74	Machinery, Industrial	4.31
Breweries	3.13	Meats and Provisions, Packers .....	.70
Chemicals, Industrial ...	4.93	Metal Stampings	3.98
Clothing, Men's and Boys'	1.60	Overall and Work Clothing	1.53
Coats and Suits, Women's	1.44	Paints, Varnishes and Lacquers	2.51
Confectionery	2.66	Paper	5.43
Contractors, Building and Construction	1.43	Paper Boxes	4.76
Contractors, Electrical	3.78	Petroleum, Integrated Operators	8.07
Cotton Goods, Converters, Non-Factored .	1.95	Printers, Job	2.53
Curtains, Draperies, and Bedspreads	1.83	Shirts, Underwear, and Pajamas, Men's ..	1.58
Dresses, Rayon, Silk, and Acetate .....	.99	SHOES—Women's, Men's, Children's	2.12
Drugs	5.82	Steel Structural Fabricators (Sell on Short Terms)	4.27
Electrical Parts and Supplies	4.79	Stoves, Ranges, and Ovens	2.40
Foundries	3.64		
Furniture	2.94		

of manufacturers showed net profits of 3.30 percent, as against 3.81 for retailers. In the median group it was 2.20 percent for manufacturers, 1.90 for retailers. And in the lower quartile group it was 0.85 percent for manufacturers, 0.57 for retailers.

Before making a detailed study of the accompanying tables, the following information will prove helpful:

Current Assets include all cash, receivables less reserves, inventories and securities at market value.

Current Debt is total of all liabilities due within one year from statement date, including payments on serial notes, mortgages, or other funded debts, reserves for taxes and

specific contingencies, but not for depreciation.

Net Profits is the profit after depreciation, reserves for Federal taxes, after reduction in the value of inventory to cost or market, whichever is lower; after charge-offs for bad debts; and after all miscellaneous reserves and adjustments, but before dividends or withdrawals.

Tangible Net Worth is the sum of all outstanding stocks, surplus and undivided profits, less any tangible item in the assets such as good will, trade marks, patents, copyrights, leaseholds, mailing lists, treasury stock, and organization expense.

Sales Down, Profits Up

Earnings of International Shoe Co. for the six months ended May 31 were "up slightly" from the \$1.41 per share of the corresponding period a year ago although sales were "slightly lower," according to Edgar E. Rand, president. Sales in the first fiscal half of 1953 totaled \$124 million.

Rand said the net increase was due to "lower production costs in some areas along with the expiration of the excess profits tax."

The International Shoe president reported that sales had declined somewhat due to cautious buying by retailers. Incoming orders for fall lines are a little below last year but retail sales have held up generally. The

company has not changed its prices to date and has no plans for any changes.

MILITARY BUYING

Bids

Service Boots. The J. F. McElwain Co., Nashua, N. H., was low bidder under Inv. No. 553 which opened at the N. Y. Quartermaster. The firm quoted a unit price of \$6.125 per pr. all destinations. The item called for 70,860 pr. Boots, Service, Combat, Russet, mildew resistant, regular tariff sizes. Quotation was f.o.b. plant Manchester, N. H.

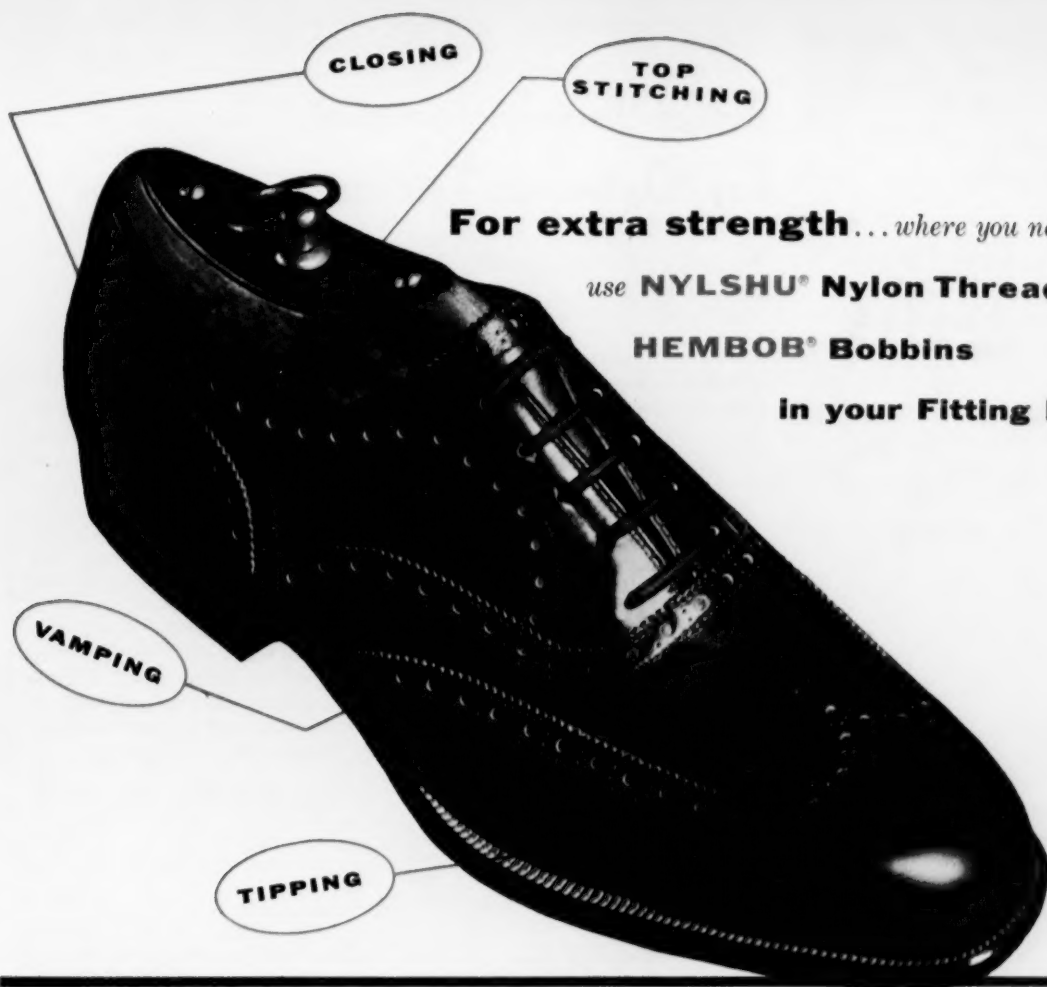
Dress Shoes. Endicott - Johnson Shoe Co., Endicott, N. Y., quoted \$15.00 per pr. all items under Inv. No. 2245 which opened at the N. Y. Navy Purchasing Office, 111 East 16th St., N. Y. 1, N. Y. The bid called for 500 pr. Shoes, Service, black, high, general purpose, and 1,000 pr. Shoes, Dress, black, low, and 500 pr. Shoes, Dress, brown, Low. All items to be delivered to Bklyn. Naval Depot, N. Y. Under the same bid, the John Foote Shoe Co., Brockton, Mass., also quoted \$15.00 per pr. for the dress shoes, both black and brown. Only 2 firms returned quotations.

Awards

Combat Boots. One (1) award has been made by the N. Y. QM. Purchasing Agency covering Boots, combat, man's, leather, black, R. P. Hazzard, Augusta, Maine, 9,720 pr. at \$6.30 for a total dollar volume of \$61,236.00. Procurement was for the U. S. Air Force.

Black Service Shoes. R. H. Long Co. of Framingham, Mass., has been awarded contract under Invitation No. 490 for 26,145 pairs of men's high black leather service shoes. Price bid was \$4.59 per pair with total dollar value of \$120,005.55. Procurement is for the Air Force.

Service Boots. General Shoe Co. was awarded Inv. No. 516 covering 97,363 pr. Boots, combat, russet, mildew resistant, regular and supplemental sizes for a dollar total of \$580,230.74.



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LEATHER MARKET REPORT

Better Business Imminent Say Optimistic Tanners

Awakening Interest Presages Post-Vacation Upturn
Mixed Conditions Prevail At The Moment

Sole Leathers continue on what some describe as verge of new busy period. Though reports vary, enough interest shows to give many tanners hope for early increased activity. Prices generally steady.

Quotations of 68-70 the rule on top tannage light bends and these move with fair regularity. 8-9 iron bends bring up to about 60c with plenty available at 58c and slightly under. 9-10 iron bends sell at 50c and down with some very choice leather asking 53c and down. Over 10 irons priced at 47c and down as a rule.

Sole Leather Offal quiet. Deliveries against old orders slower but new interest better. Most buyers claim they are just shopping but sellers feel that there is good basis for this. Prices meanwhile fairly steady.

Best bellies bring up to 29c. Others quoted at 27-28c and these keep cleaned up. Single shoulders get fair attention at 38c and down, are neglected at a cent more. Double

The Army, which is about to sell 468,000 pairs of leather soles at its Ogden, Utah, General Depot, announced this week it will spread sales over a four-month period.

L. E. Berry, Deputy Counselor from the Army, said sales will be at the rate of 50,000 pairs of soles each two weeks, starting shortly.

The announcement came to Sen. Edward Thyne (R. Minn.) chairman of the Senate Small Business Committee, after industry officials protested Army sale of a half million pairs of leather soles in one batch on April 22 from the Schenectady Quartermaster Depot.

rough shoulders bring a steady 44c for TR leather, more for selected stock. Little heard of head this week. Last sales reported at 16-17c for best, about 14c for not so desirable. Hind shanks slow at 23c and down; fore shanks same at 20c and down.

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1953 HIGH
CALF (Men's HM)	67-1.06	67-1.06	85-1.15	95-1.20
CALF (Women's)	59-1.00	59-1.00	75-99	80-1.03
CALF SUEDE	73-1.15	75-1.15	75-1.10	85-1.10
KID (Black Glazed)	55-90	55-90	75-90	75-90
KID SUEDE	45-95	45-90	80-96	80-96
PATENT (Extreme)	52-62	50-60	55-60	60-64
SHEEP (Russet Linings)	15-23	15-23	18-32	18-32
KIPS (Combination)	48-53	48-52	60-64	64-68
EXTREMES (Combination)	54-50	45-49	51-55	56-59
WORK ELK (Corrected)	34-38	34-38	38-42	38-45
SOLE (Light Bends)	64-68	64-68	68-72	68-72
BELLIES	27-29	27-29	27-29	26-29
SHOULDERS (Dble. Rgh.)	44-48	44-48	52-56	51-56
SPLITS (Lt. Suede)	32-40	32-38	33-39	35-39
SPLITS (Finished Linings)	17-22	17-21	18-22	24-26
WELTING (1/4 x 1/4)	7- 7 1/4	7- 7 1/4	8	8
LIGHT NATIVE COWS	15 1/2-16	15-15 1/2	19-19 1/2	20 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

Calf tanners worry. Old orders are being filled rapidly and the middle of July will find most hungry for business. Hope rests in present nosing around of buyers. Some tanners feel that right after the 4th these buyers will act. Meanwhile everyone tries to cry down the market, hoping for a dip before they have to cover. Perhaps biggest worry among tanners is about men's low grades. Men's leather under 90c drags.

Men's heavy weight calf brings up to about \$1.05. There doesn't seem enough of 90c and up stock. Heavier weights, too, are sought and kips pick up a lot of business because the very heavy leather is so scarce.

Women's weights quoted at about \$1.00 and down for best small skins, at about 95c and down for regular sized skins. As in men's weights, top selections move fairly easily. Tanners need new business in medium and low grades, claim to see good business ahead.

Bucko-type heavy suede brings up to about \$1.20 and moves moderately. Light weight suede continues quiet.

Sheep tanners optimistic in face of moderate current demand. Here and there a tanner is found who enjoys good current sales. Most report slowness.

Best boot lining russets continue at 25c and down. Shoe lining russets bring 23c and down with bulk of business done at about 15-20c. Novelty manufacturers hop in and out of the market as good buys present themselves and keep 15c and down grades fairly well cleaned up. Colored vegetable linings rather slow at 26c and down. Chrome linings get mixed attention at 30c and down with most of business done at around 28c and down.

Side Leathers mixed. A few tanners report good business, others quiet. Most, however, find interest much improved. Optimism the rule. Large steady movement of raw hides keeps market on fairly even keel.

Best combination tanned kips usually quoted at a firm 53c and down. Others at less according to worth. Some bring even more. Heavy extremes owed at less but present quotations around 51c and down for best, about 48c for others. Very good large leather brings about 44c and down, some slightly more, some slightly less.

Better interest in chrome kips at about 50c and down for finest

heavies. About 46c and down asked for heavy extremes. More asked for some lines but buyers balk. Very best large leather brings about 42c and down in actual sales, though higher quotations are heard. Volume lines offer leather at substantially less.

Work glove quiet. Outside of some deliveries of leather on old contracts, there is very little activity of significance.

Work glove splits of LM weight still listed at 14c for No. 1 grade, 13c for No. 2 grade and 12c for No. 3 grade. M weight remains at 15c for No. 1s, 14c for No. 2s and 13c for No. 3s.

Garment leathers mixed. A little business in suede sheep in the range of 31-33c involving some regular tannages and in one quarter lists ranged 34c and down for very good tannage. Grain finish continued around 34-36c and down.

Horsehide garment leather held at 36c and down and tanners do not have any large quantities to offer even on that basis. Regular tannages of cowhide garment leather still command 31-32c a foot but some novelties are appearing on the market on

which tanners are able to realize premiums.

Case leather receives spotty demand with 2-2½ ounce at 42-43c and 3-3½ ounce at 43-44c. Russet strap leather quoted unchanged with Grade A 4/5 ounce at 50c, 5/6 ounce at 52c, 6/7 ounce at 54c, 7/8 ounce 56c, 8/9 ounce 58c, 9/10 ounce 61c and 10/11 ounce 64c. Grade B seemed a shade firmer at 2-3c less and Grade C at 5-6c less.

Premiums of 3c more charged for colors in aniline finish and 2c over russet prices for glazed.

Split tanners perk up. Substantial sales of linings reported but price continues highly competitive. Light suedes subside after short flurry, but tanners regard this as temporary. Prices generally steady.

Light suede usually sells at 36c and down; best brings up to about 40c. Heavy suede 44c and down. Suede linings quoted at 26c and down, usually sell at 23c and down. Non slips usually 20c and down.

Finished linings active at 18-20-22c here, all the way down to 14c elsewhere.

Sole splits have quiet week at steady prices.



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CARR-BUCK . . . is a quality, top-buffed, reverse calf leather with a buck-type nap. Distinctively different, it fills men's and women's high style footwear requirements for a fashion leather of *proven* merit.

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Chrome Retan Upper Leather

A quality shoe leather . . . water resisting . . . easily worked.



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AGENTS
Chicago, E. Block 128 N. Wells St.
Boston, Slattery Bros. 210 South St.
New York, Simon Tannenbaum 100 Gold St.

Glove leathers slack. Business men in Fulton County seem to be biding their time until after the holidays. Some orders received but production will not be stepped up until the vacation season is over.

Garment leathers still quiet. Buyers ideas hover around the 27 to 28c price for good men's suedes. Ladies' suedes quoted from 36c down but no business.

In the glove field, some deerskins moving around the 42c price. Pigskins from 60c down can be sold providing the quality is good. Some mochas offered at a price that figures around \$1.50 per foot.

As usual, cheap leathers the best sellers. Men's grey suedes at 36c down move slowly. Iranians at 26c down enjoy a fair demand.

Kid leather wanting. Philadelphia tanners say that, in general, business is only fair. Black suede, however, continues to be a satisfactory seller particularly in the lower grades. Glazed described as "just fair" by most tanners — with most sales in black, and few colors mentioned.

Some few local tanners say crushed is selling in a fair amount, in black and colors. Slipper leather slow.

Linings sell in satisfactory amount.

So far price lists unchanged. Tanners feel that they should increase their lists but are afraid that business is not good enough to warrant this step.

Average Kid Leather Prices

Suede 32c-95c
Slipper 25c-60c
Linings 25c-55c
Crushed 45c-75c
Glazed 25c-\$1.00
Satin Mats 69c-98c

Belting leather holds. Philadelphia tanners report business continuing to move along just about at last week's level. Most rough leather tanners charging prices unchanged, but very firm.

Some curriers find business activity about the same as last week. Others report a definite trend upwards. Actual lists remain the same as they have been for a number of months.

AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Selce.	No. 2	No. 3
Butt Bends	1.25-1.35	1.23-1.31	1.16-1.27
Centers 12"	1.53-1.64	1.43-1.55	1.41-1.45
Centers 24"-28"	1.51-1.58	1.41-1.52	1.39-1.53
Centers 30"	1.47-1.52	1.37-1.47	1.35-1.43
Wide Sides	1.22-1.25	1.18-1.21	1.12-1.14
Narrow Sides	1.14-1.17	1.11-1.13	1.05-1.07
Premiums to be added: Ex Light plus 5c-10c; Light plus 7c; Heavy minus 5c-10c; Ex Heavy minus 5c.			

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**FINISHED CHROME SPLITS
FOR UPPERS**

Tanning Materials

Raw Tanning Materials

Divi Divi, Dom., 48% basis shp't, bag	\$72.00
Wattle Bark, ton	"Fair Average" \$98.00
	"Merchantable" \$94.00
Sumac, 28% leaf	\$120.00
Ground	\$115.00
Myrobalans, J. I's Bombay	\$42.00
Sorted	\$46.50
Genuines	\$48.00
Crushed 42-44%	\$62.50
Valonia Cups, 30-32% guaranteed	\$49.00
Valonia Beards, 40-42% guaranteed	\$65.00
Mangrove Bark, Ecuadorian	\$53.00
Mangrove Bark, Colombian	\$59.00
Mangrove Bark, 38% E. African	\$69.00

Tanning Extracts*

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.40
Barrels, c.l.	5.30
Barrels, l.c.l.	5.65
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	11.28
Bags, l.c.l.	12.00
Cutch, solid Borneo, 55% tannin	.08%
Hemlock Extract, 25% tannin, tk. cars f.o.b. works	.0625
bbis. c.l.	.06%
Oak bark extract, 25% tannin, lb. bbis. 6½-6¾, tks.	.06%
Quebracho Extract:	
Solid, ord., basis 63% tannin, c.l.	.11 31/64
Solid clar., basis 64% tannin, c.l.	.12 3/16
Wattle extract, solid, c.l., East African 60% tannin	.10
Wattle extract, solid, c.l., South African 60% tannin	.10
Powdered super spruce, bags, c.l. 65%; l.c.l.	.05½
Spruce extract, tks., f.o.b. wks.	.01½
Myrobalan extract, solid, 55% tannin	.07½
Myrobalan extract, powdered, 60% tannin	.10
Valonia extract, powdered, 63% tannin	.08%
Quebracho Extract, Powdered, Swedish spray dried, 76-78% tannin	.16%
Wattle Extract, Powdered, Swedish, 73% tannin	.15%
Powdered Spruce, spray dried, Swedish 64	
Myrobalan, Swedish, Powdered 68-70%	.11½
Oakwood, Swedish, solid, 60-62%	.11½
Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid, 54-56%	.11½
Larchbark, powdered, Swedish spray-dried, 58-60%	.12½

Tanners' Oils

Cod Oil, Nfd., loose basis, gal.	.90-.95
Cod, sulphonated, pure 25% moisture	.13-.13½
Cod, sulphonated, 25% added mineral	.11½-.12
Cod, sulphonated, 50% added mineral	.11-.11½
Castor oil, No. 1 C.P. drs. l.c.l.	.20
Sulphonated castor oil, 75%	.18
Linseed oil, tks., f.o.b. Minn. drums	.14
Neatsfoot, 20° C.T.	.30-.32
Neatsfoot, 30° C.T.	.27-.28
Neatsfoot, prime drums, c.l., f.o.b. Chicago	.18½
l.c.l., f.o.b. Chicago	.18½-.19½
Neatsfoot, sulphonated, 75%	.18-.18½
Olive, denatured, drs. gal.	2.20
Waterless Moellon	.14-.14½
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.11-.12
Common degreas	.12-.13
Neutral degreas	.25-.26
Sulphonated Tallow, 75%	.13½-.14
Sulphonated Tallow, 50%	.10½-.11
Sponging compound	.13-.14
Split Oil	.11-.12
Sulphonated sperm, 25% moisture, f.o.b.	.16%
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.14%
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.13%
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.12%

*Imported Extracts are plus duty.

HIDES AND SKINS MARKET REPORT

Follow-Up Demand Helps Packers Clear Stocks At Steady Prices

Business Surprisingly Good for Pre-Vacation
Period As Tanners Get Ready for New Demand

Big Packer hides steady as a result of a little more tanner participation this week in addition to some dealer-export and specialty outlet buying.

Due to a good follow-up demand, packers able to clear about 20,000 more light native cows from their lists at steady prices of 15½¢ for rivers and 16¢ for Chicago and northern productions. Other light hides also popular as packers were able to sell over 5,000 light native steers at 14¢ for rivers and 14½¢ for Chicago production. One packer moved 2,300 extreme light native steers at 18½¢ for May-June takeoff with a few of earlier takeoff included at 17½¢.

Packers seemed to be cleaning up their prior to June production hides without much difficulty although accepting discounts of a half cent on straight May takeoff. For example, there was a fair movement of be-

tween 4,000 and 5,000 May river heavy native cows at 13¢ whereas about 6,000 of June takeoff sold from the same points at 13½¢. Some low grubbing northern points have been bringing premiums ranging up to 14½¢, mainly because of export demand.

Moderate movement of about 7,000 heavy native steers on Tuesday at 11½¢ for river points and 12¢ for Chicago and St. Paul. Branded steers and cows in fairly broad demand. Several outlets bidding 10¢ for butt branded and heavy Texas steers and 9½¢ for Colorados up to mid-week but packers were slow about accepting further business at these prices. However, one big packer sold 6,500 northern branded cows at 12¢ and obtained a premium for very light average southwesterns from Lake Charles, La., which brought 13¢.

Offerings of bulls light and market nominal around 9½-10¢ for

HIDE FUTURES

	Close June 24	Close June 16	High for Week	Low for Week	Net Change
July	14.11B	14.40B	14.45	14.09	-29
October	14.85B	15.05T	15.19	14.84	-20
January	15.55T	15.66B	15.80	15.50	-11
April	16.07B	16.00B	16.24	16.05	+07
July	16.47B	16.35B	16.94	16.94	+12
October	16.92B	16.70B			+22
Total Sales: 393 Lots					

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Heavy native steers	11 ½-12	11 -11 ½ B	11 -11 ½	15 -15 ½
Light native steers	14 -14 ½	13 ½-14 B	13 ½-14	17 -17 ½
Ex. light native steers	18 ½	18 -18 ½ N	17 -17 ½	21
Heavy native cows	13 ½-14 ½	13 ½-14 B	13 ½-14 ½	17 ½-18 ½
Light native cows	15 ½-16	15 ½-16	15 ½-16	19 -19 ½
Heavy Texas steers	10	9 ½ B	10	13
Butt branded steers	10	9 ½ B	10	13
Light Texas steers	12	12	12 ½ N	15 ½
Ex. light Texas steers	13 ½ N	13 ½ N	15 N	18 ½
Colorado steers	9 ½	9 B	9 ½	12
Branded cows	12 -12 ½	11 -12 N	12 -13	16 -16 ½
Native Bulls	9 ½-10	9 ½-10 N	10 ½-11	10 ½
Branded Bulls	8 ½-9	8 ½-9 N	9 ½-10	9 ½
Packer calfskins	45 -46 ½	45 -48 ½	45 -47 ½	55 -60
Packer kipskins	24 -29	25 -29	28 -30	35 -42

NOTE Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

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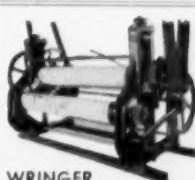
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native and $8\frac{1}{2}$ -9c for branded as to points and salting.

Independents scattered. Some sellers quietly disposing of current packs including some back-salting of May takeoff at discounts usually around a half cent under the going market.

In general, the market was considered steady. New York packers reported 12c bid for June native steers and 10c for butts but declined these prices, asking a half cent more. One eastern killer sold 2,000 Atlanta light hides at $17\frac{1}{2}$ c for natives and $15\frac{1}{2}$ c for brands.

Small packers lag. Midwestern small packer June allweights of 43-50 lb. avg. brought $12\frac{1}{2}$ -12c while 50-52 lb. avg. sold at $11\frac{1}{2}$ -12c selected fob, shipping points. Some lighter hides averaging down to 42 lbs. moved at 13c and trade advices reported 14c flat about top for business with domestic tanners for southwesterners averaging around 40 lbs.

Heavier hides averaging around 55 lbs. continued to bring 11c selected fob, shipping points. Small packer bulls remained around $8\frac{1}{2}$ -9c fob.

Country hides stiffen. Although reported sales as low as $8\frac{1}{2}$ -9c for mixed hides and 9c for locker-butcher hides fob, country points, efforts to buy more at these prices not too successful as sellers asked more. A later sale of some good mixed hides averaging 49 lbs. reported at $8\frac{3}{4}$ c fob.

Meanwhile, some export demand reported again for 43 lb. avg. mixed hides with buyers willing to pay premiums ranging upward of $9\frac{1}{2}$ -10c if best quality productions involved.

Locker-butcher hides averaging around 48-50 lbs. offered for export at 10c were rather slow selling. Glue hides in carlots held at $7\frac{1}{2}$ -7c fob. Country bulls nominally ranged at $5\frac{1}{2}$ -6c fob, for carload lots.

Dry sheepskins waiting. Cables from Australia on wool sheepskin auctions report no sales last week at Melbourne while at Sydney, 35,000 skins offered, 56s and up, $2\frac{1}{2}$ inches and up, par to one penny dearer while all other descriptions par to one penny cheaper.

Hair sheepskin varieties slow and nominal. Some interest for Brazil cabrettas, regulars, but Europe still buying at origin and paying above our views. Late offerings at \$12.75 fob. and specials at \$16.25 fob.

No recent offerings of shearlings. Shippers continue to keep well sold up.

Pickled skins in between. Last confirmed trading involved "Islington" lambs at 73 shillings, "SOFCo" lambs at 74 shillings and "Wallis Gore" lambs at 86 shillings. Buyers not too aggressive especially as there are spot lots available.

Reptiles undecided. A little more business said to be developing although tanners slow to meet asking prices and shippers either withholding offerings or "sticking" to their asking figures.

India market firm. Latent interest in wet salted back cut Agra lizards at 23-24c for 9 inches up, averaging 10 inches, 80/20 selection, but shippers firm for 28c and even higher.

A spot lot of Madras bark tanned whips, 4 inches up, averaging $4\frac{3}{4}$ inches, 70/30 selection, sold at 39c while for shipment, 35c asked. Another offering of 4 inches up, averaging $4\frac{1}{2}$ inches combined with $4\frac{1}{2}$ inches up, averaging $4\frac{3}{4}$ inches, 60/40 selection, at 40c.

No call for wet salted Columbian iguanas, ring lizards or alligators and prices nominal.

Deerskins wanted. Buyers bidding 57-58c fob., basis importers, for Brazil "jacks," but no late offerings. Some advices that local tanners operating at better prices.

New Zealand also wanted with 75c c&f. bid but sellers have higher views, talking up to 80c, depending upon lots. Central American descriptions also salable but not at the prices indicated by buyers.

Pigskins in demand. Spot lots of Manao and Peruvian grey peccaries would bring \$2.20, basis manufacturers, and other skins in proportion. Not too many spot skins available of the wanted lines or at prices that buyers willing to pay.

Para grey peccaries held at \$1.75 fob. and blacks at \$1.00 fob. with buyers' ideas 5c less. Buyers bidding \$1.95 c&f. for Peruvian grey peccaries.

Calf still easy. One big packer sold 3,000 St. Paul heavy calf at 2c decline or $46\frac{1}{2}$ c. Earlier, St. Paul light calf and Wisconsin allweights sold at 45c. Some St. Louis heavy calf offered at 45c had no takers at that price, buyers indicating lower views.

Offerings of river kip at 29c and overweights at last paid basis of $28\frac{1}{2}$ c slow to sell. One big packer who had been offering southwestern kip at 27c and overweights at 25c booked about 10,000 Ft. Worth skins to tanning subsidiary and some trade

reports indicated a nominal market on a cent lower basis or 26c for kip and 24c for overweights.

Slunks nominal on the basis of last big packer trading at \$1.85 for regulars and 85c for large hairless. Carload lots of small packer all-weight calf held at 31-33c and kip at 19-21c while country skins ranged 20-21c for calf and 12-13c for kip in carlots.

Horsehides draggy. Supplies gradually diminishing as is evident from Federally inspected slaughter figures for May in which 18,221 head were killed compared with 20,597 in April and 20,813 in May 1953. For the 5 months ended May 1954, inspected slaughter of horses totaled 95,732 head compared with 114,586 in the same 5 months of 1953.

Northern slaughterer whole hides quotable at \$9.00-9.50 trimmed and about \$1.00 more for untrimmed lots, fob, shipping points. Cut stock unchanged, northern fronts ranging \$6.00-6.25 and butts, 22" and up, remaining around \$3.90-4.10.

Sheep pelts stiffen. Slightly higher prices paid on several lots such as \$1.70-1.75-1.80 on No. 1s, \$1.25 on No. 2s and up to 85c on No. 3s while \$2.75 realized on some clips. Pullers picking up odd lots of good western packer spring lamb pelts in the range of \$3.25-3.50 per cwt. liveweight basis with some natives from midwestern sections bringing about 25c less. Some southeastern lamb pelts moved at \$3.00, per cwt. liveweight basis.

Full wool dry pelts last brought 28c delivered. Very few winter pickled skins left following recent cleanup sales in the range of \$9.00-9.50 per dozen for mixed sheep-lambs. Clear spring pickled lambs nominal around \$12.00 per dozen.

Goatskins mixed. Indian and Pakistan markets reported easier for smooth skins but suede skin markets firm.

Latest trading in standard shipper group four or 1,200 lb. Amritsars at \$9.25-\$9.50 per dozen. Special lots sell up to \$10.50. Erode Dindaguls last sold at \$9.25 per dozen c&f. for 1.70/1.80 lb. goods.

Genuine Baties 40/50/10 115/118 lb. moved at \$11.25 while genuine Baties 110 lbs. sold at \$11.75. Bati types brought \$10.00-\$10.25 for 115 lb. skins. Addis-ababas brought \$8.50 per dozen ex dock for 25/55/20 109 lbs.

West Province goatskins brought 40 pence per lb. basis extra lights. Capes and Rhodesians at 30 pence.

California Tanners Form New Association

Paul Legallet, Jr., of Legallet Tanning Co., San Francisco, Cal., has been elected temporary president and secretary of the newly-organized California Tanners Association.

The new organization was officially launched June 2 at a luncheon held at the St. Francis Hotel in San Francisco. Problems common to West Coast tanners will be discussed at monthly meetings and guest speakers scheduled.

Participating tanners include Mannasse Block Tanning Co., Calnap Tanning Co., Sawyer Tanning Co., Legallet Tanning Co., Merner Tanning Co., Metten & Gebhardt Co., Poetsch & Peterson Co., S. H. Frank Tanning Co., and A. K. Salz Tanning Co.

Staple Laster Ready

International Shoe Machinery Corp. has announced that its new McKay Staple Laster will be ready for commercial delivery in September. The machine drives a variable length staple along with the Kambourian lasting mechanism. A continuous pull lasting mechanism is the outstanding feature. The company states that the new machine can pull harder and tighter than similar machines.

Production is considerably above that attained by other staple lasting machines. The company states that the new machine has several advantages over the conventional Nigger-head machine, in that it eliminates the heavy pounding effect, is easier to operate, and operators can be trained faster to use it. Also, the operating cost is much less than for tack lasting machines.

International's two-station sole press machine, introduced to the industry earlier, will also be ready for commercial delivery this fall. The machine is used where the operator spots his own soles. Royalty on this machine is fixed at one-quarter of a cent per pair.

• **Carl Henry**, president of Lucky Stride Shoes, Inc., Mayville, Wis., has been appointed to the Finance and Steering Committee of the recently-formed Independent Shoemen. Philip Bayes of Solby-Bayes Co., Boston, is chairman of the committee.

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PEOPLE

About industry personalities coast to coast

• **Stuart E. Miller** has joined Legallet Tanning Co., San Francisco, Cal., manufacturer of glove and moccasin leathers. Miller was with A. K. Salz Tanning Co. in Santa Cruz, Cal., for many years and more recently with S. H. Frank Tanning Co. of Redwood City, Cal., as assistant to the president. He will be sales manager and assistant to Paul Legallet, Jr., at Legallet. **Ralph Mann** has also joined the company as assistant tanner under **William Eggleston**. The company is planning to expand its production of moccasin leather.

• **William A. Ketcham**, sales manager of Singer Sewing Machine Co., New York City, joins the staff of the research division under vice president M. L. Waterman on July 1. His place as sales manager will be taken by **Jacob E. Wertz**, currently general manager of Singer's Denver agency. Ketcham joined Singer in 1933 at the Bridgeport plant and is well known in the needle trades throughout the country. Wertz joined the firm in 1934. He will share sales management responsibilities with **E. L. Ching** who is also sales manager of the Manufacturing Trade Department.

• **Frank Pozzi** has resigned as superintendent of Lynn Moccasin & Shoe Mfg. Co. and joined Phyllis Shoe Co.

in Lowell, Mass. Pozzi was formerly associated with Sudbury Shoe Co.

• **Carl Fliegner** has announced he will resign at the end of this year as general manager of Brown Shoe Co.'s Air Step Division after being associated with the firm for the past 22 years. He plans to move his home to Southern California. His successor will be announced at a later date.

• **Ed Bieryla** has resigned as cutting room foreman with Hussco Shoe Co. of Honesdale, Pa. He has not announced plans for the future.

• **Mike Finelli** was recently appointed superintendent of Dainty Maid Shoe Co., Inc., of Haverhill, Mass.

• **Stuart W. Skowbo** has been elected treasurer of the Brown Co., Berlin, N. H., manufacturer of shoe innersoles and other products.

• **William Wrubel** is now handling the printed fabrics line of S. Edwards & Co. Wrubel recently represented Ramik Fabrics and at one time was operator of Bellcraft Slipper Co. in Brooklyn.

• **Fred J. Rulison**, president of F. Rulison & Sons, Inc., Johnstown, N. Y., tanner, is currently on a 3,000-mile tour of horsehide plants in nine

states. Rulison, who is chairman of the Horsehide Committee of the Tanners' Council, is seeking to find a remedy for damage to horsehides caused by dragging animals along improper killing floors and poor takeoff. U. S. horsehide supplies have been declining in recent years.

• **John Hodges** of J. C. Hodges & Co., Boston hide broker, has been named chairman of the National Hide Association's annual fall meeting to be held Oct. 27 in Chicago. **Merle A. Delph** will be chairman of the spring meeting next June at French Lick, Ind.

• **Abe Goldberg**, formerly superintendent and designer of Barre Slipper Co., Wilkes-Barre, Pa., has joined Modern Footwear Corp. of Brooklyn, N. Y., as a principal. The company manufactures soft sole slippers.

• **Chris Finkbeiner** of Little Rock, Ark., has been elected president of the National Independent Meat Packers Association.

• **Ray T. Hanson** has been named western manager of the Borden Co.'s Chemical Division. He succeeds **William R. Moffitt**, who recently became vice president and technical director of the Division with offices in New York City.

• **Donald Monroe** is now superintendent of the Connors-Hoffman Shoe Co. of Littleton, N. H. He was formerly associated with Henel Shoe Co. of Farmington, N. H.

• **Jack T. D. Cornwell** has been appointed advertising and sales promotion manager of the Chemical Division, Celanese Corp. of America, New York City. Cornwell had been with Hazard Advertising Co. since 1946 as account executive supervising advertising and sales promotion activities for leading producers of industrial and organic chemicals.

• **Harold Fallon** is now lasting room foreman at Henel Shoe Co. in Farmington, N. H. He was formerly with Grace Shoe Co. of Lowell, Mass.

• **George Robbins**, manager of Verza Leather Co., Peabody, Mass., has been elected president of the Peabody Chamber of Commerce.

Beauty · Workability · Wearability

SMOOTH AND ELK
Side Leather
★
VEGETABLE
For Linings, Bags,
Case, and Strap
★
RANCH TANNED
AND
INDIAN TANNED
LEATHER
For Fine Casuals
and Sport Shoes
★

THE BIG THREE
CASUAL AND SPORT
SHOE LEATHERS

INDIAN TAN — Mellow Aniline
RANCH TAN — Soft Aniline
SCUFF TAN — Ruffie Aniline
"Rolls Royce Quality Leathers"

Wisconsin LEATHER COMPANY
1830 SO. THIRD ST. MILWAUKEE 4, WIS.

News Quicks

About industry happenings coast to coast

California

• **Joyce, Inc.**, of Pasadena and Local 122, CIO United Shoe Workers of America, CIO, have extended their agreement one year to run through Sept. 20, 1955. Contract provisions remain essentially unchanged although unskilled workers now receive a minimum of \$1.10 per hour after nine rather than 15 months.

• **A. K. Salz Co.**, Santa Cruz manufacturer of saddle leather for luggage, billfolds and other leather goods as well as for slippers and sandals, has announced the election of Norman Lezin as president. He succeeds A. K. Salz, elected board chairman. Lezin, at 25, is the youngest member of Leather Industries' executive board.

• **Caljax, Inc.**, California manufacturer of suede and smooth leather, has announced the appointment of Charles Rose Associates as sales representative for Northern California, Oregon, Washington, Nevada and the Eastern

Seaboard. Rose Associates has offices in New York City, San Francisco and Los Angeles. Headquarters of Caljax are at Van Nuys.

Illinois

• **International Shoe Co.** is holding open house at its Anna plant on Saturday, June 26. Guided tours and a lucky drawing will be chief attractions.

Massachusetts

• **Amory Counter & Plastics Co., Inc.**, of 71 Amory St., Boston, was recently incorporated under Massachusetts laws. The company manufactures shoe counters.

• The former **Fisher Shoe Co.** plant in Hudson purchased recently by Samuel Lash will be re-opened shortly, according to Lash. The new firm will manufacture women's casuals.

• The three-week strike of production workers at **Robbie Shoe Co.** in

Lowell was ended last week when officials of the company and CIO United Shoe Workers of America signed a new contract. More than 600 shoe workers are affected by the terms including six paid holidays, higher minimum wages after the first three and six months of employment, medical and health benefits, a union shop and other benefits. The strike began on May 24.

• Leather and shoe plants in the state are preparing to close down operations for the annual July 4 vacations. Among allied trades firms closed for the July 2-12 period will be **Paule Chemical Corp.** of Charlestown.

• Some 253 workers at **Colonial Tanning Co.'s Hartnett Division** in Ayer received a record \$99,750 in profit sharing checks on June 17, representing their 30 percent share of profits earned during the six months' period from Sept. 1, 1953, to Feb. 28, 1954. The company's 17th consecutive semiannual distribution was its largest yet, according to Kivie Kaplan, president. Since 1945, a total of \$776,845 in cash profit sharing, over and above going rates of pay, has been distributed.



At Auction

MACHINERY

and Equipment of

PRINTZ LEATHER CO., Inc.

2139 E. HUNTINGDON STREET, PHILA., PA.

THURSDAY, JULY 15, 1954 AT 10 A.M.

On the Premises

Turner 500 ton hydraulic leather press, 2 Turner Korreect Measuring Machines, 2 Turner Buffers, Behr Manning Ballbearing Buffer, 3 Turner Putting Out Machines, 2 Baker Fleshing Machines, Power Continuous Dryer, Eclipse Spraying Units, 15 Slocumb Staking Machines, 8 Baker Glazing Jacks, 2 Turner Shaving Machines, Power Unhairing Machine, Prosperity Press, 3 Barnes Mangles, Polishers, Buffers, Tanning Mills, Puring Tanks, 3 Unit Heaters, Motors, Shafting, Etc.

Descriptive Illustrated Brochure Upon Application to

SAMUEL T. FREEMAN & CO., Auctioneers

1808-10 CHESTNUT STREET, PHILADELPHIA 3, PA.

80 FEDERAL STREET, BOSTON 10, MASS.



Missouri

• **Boss Mfg. Co.** of Chillicothe has re-opened its plant to workers after operating for two months with a skeleton crew while negotiating a new contract. The plant normally employs about 250 workers. Workers returning will have a reduced working schedule at first.

• **Specialty Leather Goods Mfg. Co.**, with headquarters at Portland, Ore., has leased a two-story brick building in the town of Louisiana where it will manufacture leather gloves. The company intends to hire many of the workers formerly em-

ployed at the Well-Lamont glove plant in the town. Operations are expected to begin early in July.

• **Lambert Mfg. Co.** of Kirksville has resumed operations after a four-week shutdown due to lack of orders. The firm, which manufactures leather gloves, normally employs some 81 persons.

• **Columbia of St. Louis, Inc.**, holding firm for **Columbia Combining Co., Inc.**, Brooklyn shoe combining firm, has leased 20,000 square feet of floor space at 812 North Tenth St., St. Louis.

• **Vaisey-Bristol Shoe Co.**, Monett manufacturers of infants' and children's shoes, has purchased a former school building in the town for use as a new warehouse. The building will provide about 12,000 square feet of floor space. The company is increasing production of cemented shoes at its Monett plant from 1,700 to 2,000 pairs daily.

• Residents of Piedmont contributed more than was needed in subscribing to construction of a new **Brown Shoe Co.** plant. Of a total of \$37,000 subscribed, a refund of \$14,800 was reported.

New Hampshire

• 180 employees of the **Russell Heel Co.** in Plaistow have been left without jobs as a result of a fire which caused \$100,000 damage to the company on June 17th. A wing of the plant engaged in the manufacture of wooden heels for women's shoes was completely destroyed by the blaze which started in a sawdust bin in the boiler room. Robert Goldbaum is owner.

• A number of railroads, including the Boston & Maine, are appealing an Interstate Commerce Commission ruling revising freight rates for two large leather users in New Hampshire: **Page Belting Co.** in Concord and the **J. F. McElwain Co.**, shoe manufacturers, of Manchester and Nashua. Rate Engineer Claude H. Swain of Concord, representing the two firms, said the ICC decided last Oct. that freight rates to Manchester, Nashua and Concord from southern points were "unreasonable" because they exceeded those charged for shipments of equal distance to points in Massachusetts. Mr. Swain contended the rates should be uniform.

• Idle workers are now being called back after lay-offs at a number of New Hampshire shoe factories, according to a report by Mrs. Abby Wilder, director of the Employment Service Bureau of the State Division of Employment Security. By the end of May, the report stated, some firms had begun production of their new shoe styles.

• New Hampshire's shoe manufacturers would be affected by tax changes which have been recommended in sub-committee reports to the Interim Tax Commission authorized by the 1953 Legislature. Final decisions will be made by the commission as a whole following a series of public discussions in various communities on the state's tax structure.

BARBOUR
Stormwelt
 ALL-LEATHER



"WEATHERSTRIPS"
YOUR
SHOES

BARBOUR WELTING COMPANY
 BROCKTON 68, MASSACHUSETTS



SURPASS KID

GENUINE KANGAROO

SURPASS LEATHER COMPANY
PHILADELPHIA

GLAZED
SUEDE

New Jersey

- Five employees of **Nopco Chemical Co.** recently completed 25 years of loyal service to the company. All were awarded solid gold watches at a ceremony held at the company's home office in Harrison.

New York

- **Suburban Leathers, Inc.**, has been organized to manufacture garment leathers at 169 Franklin Ave., Brooklyn. Officers are Vincent Danzi and Hyman Greenbaum.

- **Modern Footwear Corp.**, Brooklyn slipper manufacturer, has moved its factory and offices from 415 Bedford Ave. to 141 Spencer St. Abe Goldberg has been elected vice president. Other officers remain unchanged.

- **Scholl Manufacturing Co., Inc.**, now celebrating its 50th anniversary, sent out invitations containing a handful of corn kernels. The company manufactures corn pads and other foot remedies and appliances.

- **Manhattan Case Co., Inc.**, has been organized to manufacture leather goods. Principal is listed as Bette S. Ordovery at 165 Broadway, New York City.

- **The French Purse Mfg. Co., Inc.**, has been organized to manufacture handbags and pocketbooks at 551 5th Ave., New York City.

- **DeMarco Shoe Co.** of Brooklyn has moved from 28 Tiffany Place, Brooklyn, to larger quarters at 68 Tiffany Place.

- **Holiday Casuals, Inc.**, has closed down its plant at 601 39th St. in Brooklyn and is offering plant and equipment for sale. About 175 workers were laid off by the shutdown. Holiday formerly produced 5,000 pairs of California-process women's casuals daily. Production executives have been transferred to Ideal Casuals, Inc., at South River, N. J.

- **Hooker Electrochemical Co.** recently played host for the first time at its Montague, Mich., plant where some 225 people visited the newly-opened \$12 million caustic soda and chlorine plant. Main headquarters are located at Niagara Falls, N. Y.

- The **Belgian Congo** will be the subject of a full-length market study in the July issue of *Exporters' Digest*. Other African markets along with Latin American markets are covered in the issue. Department of Commerce figures show that the 1953 value of U. S. exports to Africa was

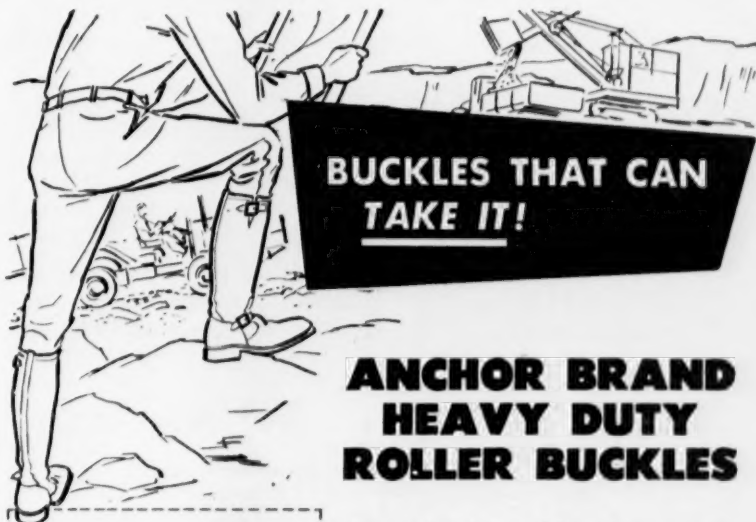
\$503.3 million against U. S. imports from Africa of \$594 million. Africa, covering a total of 11½ million square miles and with a total population of 196.5 million, is a growing market for all kinds of American consumer goods.

Pennsylvania

- **Dial Shoe Co., Inc.**, of Philadelphia has purchased all capital stock of **Wyman's, Inc.**, Baltimore. Purchase is part of a long range plan to upgrade the shoe chain's products while expanding its markets. Terms of the purchase were not revealed.

Texas

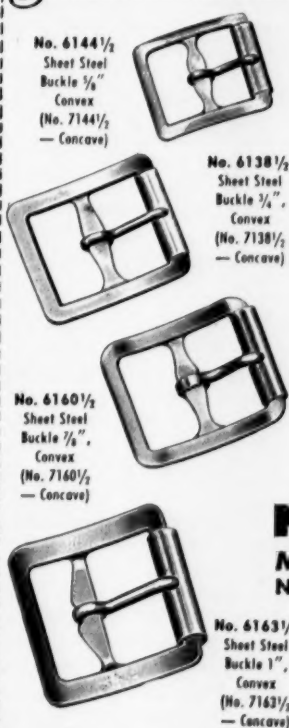
- Photostats of the new **Independent Shoemen** seal, featuring the new organization's initials in a logotype design, will be made available to all members of Independent Shoemen, according to **Sam Sullivan**, chairman, and prominent Laredo, Texas, shoe retailer. The seal may be used for advertising, invoices, mailing pieces, etc., and will be supplied in photostat form from which it can be enlarged or reduced to any wanted size.



ANCHOR BRAND HEAVY DUTY ROLLER BUCKLES

Stamped and shaped from heavy-gauge sheet steel, these rugged ANCHOR BRAND buckles are long-time favorites for engineers' field boots and similar heavy duty footwear. Available in concave and convex patterns, they are sized from ¾" to 1" to meet all standard boot strap requirements. Sturdy rollers prevent skiving . . . increase strap life . . . help preserve the good looks of boots. Send for samples.

Always check ANCHOR BRAND for top quality boot and shoe trimmings. You'll find a complete line. Send for illustrated literature.



NORTH & JUDD MANUFACTURING COMPANY New Britain, Connecticut

New York • Boston • Philadelphia • Atlanta
Buffalo • Detroit • Chicago • St. Louis
Dallas • Los Angeles • San Francisco

Canadian Notes

• There were 266 **leather footwear plants** in operation across Canada in March and they produced 3,789,732 pairs, an increase of 597,504 pairs over the preceding month's 3,192,228 but a decrease of 63,335 pairs from the 3,853,067 produced in March a year ago. Production in the first quarter of 1954 dropped to 9,782,877 pairs against 10,549,689 in this period of 1953.

Production of footwear with soles other than leather declined to 2,383,778 pairs or 62.9% of total output in March compared with 2,477,597 or 64.3% of total in corresponding month a year ago. Such footwear with soles other than leather totalled 6,297,813 pairs in first quarter this year.

• Sales of women's, misses' and children's shoes in Canadian **department stores** across the nation advanced to \$4,271,000 in April compared with \$3,964,000 in same month last year, a gain of 7.7%, and the value of their stocks in this period increased to \$14,876,000 as against \$14,585,000 a year ago in same month, up 2%.

Sales of men's and boys' shoes in such stores also moved up to \$1,421,000 in April as against \$1,385,000 a year ago, a gain of 2.6%, but the value of their inventories dropped to \$5,323,000 as compared with \$5,510,000 last year, down 3.4%.

• Canada's **chain stores'** shoe sales increased to \$3,964,000 in April this year over the \$3,696,000 in same month a year ago, a gain of 7.3% in dollar volume, and their stocks rose to \$21,721,000 in this period as against \$21,433,000 last year, a gain of 1.3%. The stock-sales ratio in April for such chain shoe stores was 5.5 as against 5.8 a year ago, with the stock turnover rate this April being 2.0%.

• A 24-store **shopping centre** is being constructed, starting this summer, in Ottawa's Western suburbs to be known as the Westgate Shopping Centre, including a chain shoe store.

• Canadian footwear **wholesalers'** sales declined 13.6% in dollar volume during April this year compared with a year ago in this month and the value of their inventories dropped 1.1% in the same period.

WELL BELOW

May Shoe Figures Show Sharp Decline

Footwear production in May 1954 totaled only 36.9 million pairs, substantially below output in April 1954 and both May 1953 and May 1952, the Commerce Department reports.

The decline, somewhat sharper than expected, was more than 10 percent under the 41,858,000 pairs reported in May last year and the 41,436,000 pairs listed for May 1952. It was fully 13 percent less than the April 1954 total of 42.3 million pairs.

Footwear shipments during May amounted to 33.8 million pairs valued at \$117 million as compared with April shipments of 40.6 million pairs valued at \$146.7.

Men's dress shoe output in May amounted to 5.4 million pairs or 13 percent below the 6.3 million pairs produced in April. Women's dress and work shoe output in May was 11.3 million pairs, 15 percent below the 13.3 million pairs made the previous month.

Production of "all other" footwear in May was 11 percent lower than in April.

These are preliminary figures released by the Census Bureau of the Commerce Department. A more complete breakdown by shoe categories and types will follow shortly.

PAT ON THE BACK

Wood Heel Group Praises Shoe Men

Cooperative shoe manufacturers, aware of the integral part played by the wood heel industry in the production of women's shoes, were complimented this week in a report by the Publicity Committee of the Western Wood Heel Manufacturers' Association.

"Your Committee has concentrated on two of our industry's most acute and troublesome problems . . . thin heels and minor style changes," the report states. "We have called attention to the tremendous waste of material, labor and machine time incurred by the turner when slender blocks are held by pressure against the shaping cutters. We have shown that the fin-

isher suffers from buckled celluloid and wrinkled leather covers and from the cracking and chipping of heels when the toplift is attached. And, finally, we have pointed out that the shoe manufacturer must share the carnage when heels are broken at the heeling machine and when shoes are returned for new heels by the retailer because the cobbler has split the heel when replacing the toplift.

"Fashion dictates the style, yet the entire industry from heel manufacturer to consumer must suffer when these 'glamour' heels are in vogue," the report adds.

On the subject of minor style changes, the Committee restated the problem caused by the demands of some shoe manufacturers for frequent, but insignificant, changes in the contour and style of the heel. These changes result in excessive modeling costs, small orders and high obsolescence . . . the so-called "hidden" costs for which the shoe manufacturer must eventually pay.

"Although obsolescence and waste can be reduced materially by better cooperation between the shoe manufacturer and the heel supplier in the matter of accurate, sufficient and timely information and, although we have a few customers that seem to neither care about our problems nor recognize our place in the industry, the vast majority of shoe manufacturers do understand and appreciate the importance of our mutual relationship and for that we are most grateful."

New Hampshire Pacts

Employees of three more New Hampshire shoe factories have ratified new contracts negotiated by United Shoe Workers of America, CIO.

Local 222 has approved a pact with the Shortell Shoe Co. in Manchester, which provides for additional holiday benefits, improved insurance terms, as well as some individual wage increases and improved working conditions.

Local 183 has ratified a new contract with the Myrna Shoe Co., also in Manchester, containing similar provisions.

At the Hubbard Shoe Co. plant in Rochester, Local 121A approved a contract providing for more holiday benefits, improved seniority clause and a number of improvements, including piece rates.

Chicago Trade Outing

The Hide and Leather Association of Chicago will hold its annual golf outing July 22 at the Rolling Green Country Club in Arlington Heights, Ill.

Herb Weinstein, secretary-treasurer, reports that the Association's annual banquet will again be held in conjunction with the Tanners' Council Fall Meeting at the Edgewater Beach Hotel in Oct. Members will receive a free ticket for the annual stag but all guests will pay a nominal charge for the dinner.

Disciplinary Layoff

Swift & Co., Chicago packer, recently imposed a two-day "disciplinary layoff" for 650 employees who walked out of the company's Denver, Col., plant after a union worker was fired.

The worker, Tony Lovato, a mechanic, was fired by Swift's division superintendent for issuing a four-page CIO pamphlet urging workers to write their congressmen in support of raising personal income tax exemptions from the present \$600 to \$800.



PRIZE WINNERS at Washington University Class in Shoe Design are shown with winning pullovers selected by fashion editors attending the recent St. Louis Shoe Show. Left to right: Miss Gloria Sigmund, first prize in low heel or casual group; Miss Nedra Anderwert, second winner in mid to high heel group; Walter Goerisch, chairman of the School of Design Committee for St. Louis Shoe Manufacturers Association; Miss Nancy Sharp, first prize in high heel class and second in casual; and Miss Virginia McCune, assistant to John Dunbar, class instructor.

DERMABATE COMPOUNDS LIQUID EXTRACTS

HEMLOCK • OAK • MANGROVE
STAINLESS SUMAC • ORDINARY SUMAC
QUEBRACHO • RAPID TAN "G"
SPECIAL DIPPING EXTRACTS

LEATHER
YESTERDAY, TODAY
ALWAYS

AMERICAN EXTRACT CO.

Manufacturers of the Largest Variety of Vegetable Tanning Extracts

ESTABLISHED 1887
PORT ALLEGANY, PA.

REPRESENTATIVES:

McArthur Chemical Co., Ltd., 20 St. Paul St., West, Montreal;
73 King St., West, Toronto
Roy Wilson, Dickson Ltd., 7-3 Railway Approach, London, S.E.1
Getz Bros. & Company, San Francisco, Calif.; New York City

WHICH COSTS MORE?

DRY AIR OR CONTROLLED HUMIDIFICATION

CHECK THE COST of hardening, cracking, and weight loss of your leather caused by excessively dry air against the "pennies a day" operating cost of Armstrong humidifiers.

More and more plants are gaining the competitive advantages of lower production cost and higher quality goods with Armstrong humidifiers.

Are you paying for humidification without having it?

Get the facts — there is no obligation, simply clip the coupon to your letterhead and mail today.

Your satisfaction is guaranteed.



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MAIL

ARMSTRONG MACHINE WORKS

879 Maple Street, Three Rivers, Michigan

☐ Have Representative Call

☐ Send Literature Only

Name _____

(Please Print)

Space-Saving Samples

Wellco-Ro-Search, affiliated with Wellco Shoe Corp. of Waynesville, N. C., which several years ago pioneered in making life easier for salesmen by replacing full-size samples with flat, full-size fabric cutouts, has taken another step in the same direction. The company now supplies to its affiliated factories over the world exact miniature samples of all its styles.

In countries where salesmen find it too cumbersome to carry the entire range in full-size samples, they now can carry one style in conventional sample form and all the color combinations in the duplicate miniatures. Saving in weight and bulk is tremendous.

The original idea, which substitutes a miniature shoe weighing one and one-half ounces for a regular sample weighing seven ounces, was con-

ceived by Mrs. Lola Hollingsworth of Wellco-Ro-Search. Full-color 3-D 35 mm transparencies of new samples are made on new samples and mailed to all accounts.

"210" Golf Tourney

The 14th annual Golf Tournament of The 210 Associates, Inc., the industry's philanthropic foundation, will be held Wednesday, July 28, at the United Shoe Golf Club in Beverly, Mass.

Chairman of the event is Mortimer Weiss of Cooney-Weiss Fabric Corp., Boston.

Four silver trophies will be awarded this year for low net winners in the various divisions. The Abraham Shapiro Memorial Cup, donated by the *Boot and Shoe Recorder*, will go to low net winner in Class A. Low scorer in Class B will receive the Gold Trophy presented each year by the *Shoe and Leather Reporter*.

The golfer scoring lowest net in Class C will be awarded the Paul Revere Silver Bowl offered by Armstrong Norwalk Rubber Co. In addition, the Silver Trophy presented by Cooney-Weiss Fabric Corp. will be awarded lowest gross scorer of the day.

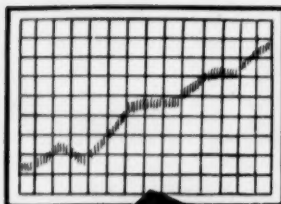
More than 50 other prizes will be awarded in a Shawnee Tournament, including leather luggage, electric razors and golf shoes donated by leading manufacturers.

Members of the Association and guests are asked to reserve their starting times well in advance of the meet.

IMPROVE YOUR SHOE...IMPROVE YOUR MARKET

Shoe linings treated with **PURATIZED®** fungicide will:

- Resist bacteria and fungi
- Last longer
- Lessen odor
- Retain original color and feel of fabric



Your shoe will be better if the lining is treated.

Your customer relations will be better if there are no returns due to deterioration or breakage of shoe linings. Insist on materials containing PURATIZED.

Contact Gallowhur licensed distributors in Boston: Pepperell Manufacturing Company; Cushman & Marden; Bennett & Goding, Inc.

Gallowhur

CHEMICAL CORPORATION
801 SECOND AVE., NEW YORK 17, N. Y.

Fine Leathers

**LINING LEATHERS
AND CALFSKINS**

LININGS . . . Side leather and calf linings. Domestic and imported to fit shoe manufacturer's individual needs.

TOOLING LEATHER . . . Calf, kips and sides for leathercraft work.

HEBB LEATHER CO., INC. 112 BEACH STREET BOSTON, MASS.

Here are

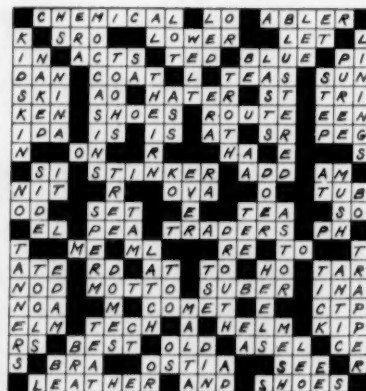
3

**SHOE PRODUCTS
THAT SAVE PENNIES**



**INNERSOLES
PLATFORMS
WEDGIES**

LYNN INNERSOLE CO., ALLSTON, MASS.



**SOLUTION TO LAST WEEK'S
CROSSWORD PUZZLE**

CLASSIFIED ADVERTISING

Wanted and For Sale

SEDGWICK K. JOHNSON

Leather Chemist and Tanner

Research and Government Work a Specialty
E-4 19 Pingry Place, Elizabeth 3, N. J.
Elizabeth 3-7336

Splits Wanted

SPLITS WANTED — Large user requires Pickled or Blue Packer Splits. In replying, give complete description.

Address F-6,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Tannery

HALF OR WHOLE INTEREST for sale in well equipped tannery. Capable of making 800 sides of glove, garment and softie shoe leather, plus 25,000 feet of splits per day. Address F-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Blue and Pickled Splits for Sale

TRIMMED AND SORTED for weight and grade. Large quantities. Steady supply. Tell us what you are making and we will furnish a suitable selection. Address F-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Help Wanted

Leather Sales Technician

POSITION OPEN — Leather sales technician to locate and travel South America—spend one month U. S. Tannery experience essential — Spanish helpful. To represent manufacturer's line tanning chemicals. Address C-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Mouton Tanner-Dyer

WANTED: Mouton Tanner and Dyer, capable of running departments and supervising. State education, experience, and salary expected.

Address F-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Tanner and Dyer

WANTED: Experienced leather tanner and dyer with coloring experience and chemical knowledge, capable of matching dye colors and supervising departments.

Address F-11
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Shoe Salesman

Salesman wanted to handle as extra line Men's fine Goodyear Welt dress shoes in Southern Territory. Apply Box T-2, Leather and Shoes, 10 High St., Boston 10, Mass.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$3.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Monday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Situations Wanted

Stitching Room Foreman

To the shoe manufacturer searching for an exceptionally able stitching room man, here is just the man you need. Knows how to get things done right and on time. Apply Box S-12, Leather and Shoes, 10 High St., Boston 10, Mass.

Salesman

EXPERIENCED SALESMAN with established high grade accounts in Southwest territory wants a popular priced men's dress shoes, on commission basis or warehouse facilities. Also has good accounts for make up shoes. Address F-13, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanner

TANNER with 22 years experience tanning Side Leather and Calif. with executive ability to run plant from beam house to sorting table, is open for position.

Address F-14,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

SPLITTER - SUPERVISOR

American

Middle aged

Long experience all
phases of splitting

Can travel

Best reference

Address F-15,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Vinyl Chemist

CHEMIST WITH YEARS OF EXPERIENCE in development and production of vinyl finishes, pigment bases seeks position on a full-time basis or part-time consulting basis. Address Box T-3, Leather and Shoes, 10 High St., Boston, Mass.



The Answer to Your Questions on Money

Want to know how a bank evaluates a shoe manufacturing operation? Do you want the facts on your industry as a banker views them? In "Bank Loans to Shoe Manufacturers" E. Morton Jennings, Jr., Vice President of the First National Bank of Boston, has done an outstanding job in summarizing the money facts on the shoe industry, analyzing labor, location, hide and leather markets, machinery, distribution, and sales.

Mr. Jennings details the facts about the shoe plant audit, profit and loss statements, credit analysis, and bank loans. Here's a book that gives you the answers to your money questions, helps you organize costs and cost accounting—shows you how to put your plant on a better fiscal basis.

Get a copy of "Bank Loans to Shoe Manufacturers" now. It will save its low cost of only \$3.00 every day you use it.

\$3.00 PER COPY

Rumpf Publishing Co.,
300 West Adams Street,
Chicago 6, Illinois

I enclose \$..... Please send
me.....copies of "Bank Loans
to Shoe Manufacturers" by E. Morton
Jennings, Jr.

Name
Address:
City: Zone... State.....

Coming Events

July 5-8, 1954—Golden Anniversary Convention of Shoe Service Institute of America. New Yorker Hotel, New York City.

July 11-14, 1954—Baltimore Shoe Show, sponsored by Baltimore Shoe Club, Inc. Lord Baltimore Hotel, Baltimore, Md.

Aug. 29-Sept. 1, 1954—Allied Shoe Products and Style Exhibit for Spring and Summer 1955. Hotel Belmont Plaza, New York City.

Aug. 31-Sept. 1, 1954—Showing of American Leathers for Spring and Summer 1955. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

Oct. 24-27, 1954—National Shoe Fair. Sponsored by National Shoe Manufacturers and National Shoe Retailers Associations, Palmer House and other Chicago hotels.

Oct. 26-27, 1954—Fall Meeting, National Hide Association. Edgewater Beach Hotel, Chicago, Ill.

Oct. 28-30, 1954—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Nov. 28-Dec. 2, 1954—Popular Price Shoe Show of America, Inc., for Spring and Summer 1955. Sponsored jointly by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Feb. 19-22, 1955—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherland Plaza Hotel, Cincinnati, O.

Deaths

George L. Ineichen . . . 71, *shoe executive*, died recently at St. Mary's Hospital in St. Louis, Mo., of a heart ailment following a long illness. A native of Iowa, he had been in the shoe wholesaling and manufacturing business for more than 50 years. Ineichen was part-owner of the former Collins-Morris Shoe Co., and more recently operated the Baby Shoe Co. at Dresden, Tenn. He leaves his wife, Emma; and two daughters, Mrs. George Fleming and Mrs. Roberta Owens, a member of the U. S. Air Force stationed in Japan.

Samuel Kolker . . . 60, *shoe wholesaler*, died recently in Baltimore, Md., after an extended illness. A veteran of the shoe trade, Kolker was owner of the wholesale shoe firm which he founded 40 years ago at 34 S. Hanover St. in Baltimore. He was active in community and religious affairs. Surviving are his wife, Sadye; and a daughter, Mrs. Judith Rudman.

Adelard Collette . . . 73, *shoe executive*, died June 17 at Fond du Lac, Wis., after a long illness. A native of Spencer, Mass., he had lived in Milwaukee for the past 34 years and had held executive positions with such firms as Mayer Boot & Shoe Co., Weinbrenner Shoe Co. and Simplex Shoe Co. until his retirement three years ago. Surviving are his wife, Gunhild; a daughter, Mrs. Alfred E. Buerosse and a brother, Louis.

Index to Ads

Advance Silk Thread Corp.	7
Amalgamated Leather Co.'s, Inc.	34
American Extract Co.	31
Anglo-American Hides Co., Inc.	23
Armour Leather Co.	20
Armstrong Cork Co.	11
Armstrong Machine Works	31
Barbour Welting Co.	28
Brown Company	3
Carr Leather Co.	21
Freeman, Samuel T., & Co.	27
Gallowhur Chemical Corp.	32
A. F. Gallun & Sons Corp.	2
Hadley Bros.-Uhl Co.	15
Hebb Leather Co., Inc.	32
Heminway & Bartlett Mfg. Co., The	19
Lignosol Chemicals Ltd.	25
Los Angeles Tanning Co.	22
Lynn Innersole Co.	32
North & Judd Mfg. Co.	29
Pilar, A. J. & J. O.	25
Quirin Leather Press Co.	23
Randall Company, The	12
Regano Box Toe Co.	22
River Plate Corp., The	25
Robeson Process Co.	23
Rueping, Fred, Les. Co.	35
Schlossinger & Cia, Ltda	25
Superior Tanning Co.	21
Surpass Leather Co.	28
Taber Pump Co.	25
United Shoe Mchy. Corp.	8, 9 & 36
Windram Mfg. Co.	20
Wisconsin Leather Co.	26

Production by Type of Upper and Type of Outsole

(Thousands of pairs)

Type of upper and outsole	April 1954		March 1954		April 1953	
	Produc- tion	Per- cent	Produc- tion	Per- cent	Produc- tion	Per- cent
SHOES AND SLIPPERS, TOTAL	42,306	100	47,170	100	45,268	100
Type of upper						
All leather	33,109	78	37,944	80	35,837	79
Part leather	3,170	8	3,851	8	3,732	8
Non-leather	6,027	14	5,375	12	5,699	13
Type of outsole						
Leather	16,320	39	19,433	41	18,790	42
Non-leather	25,986	61	27,737	59	26,478	58



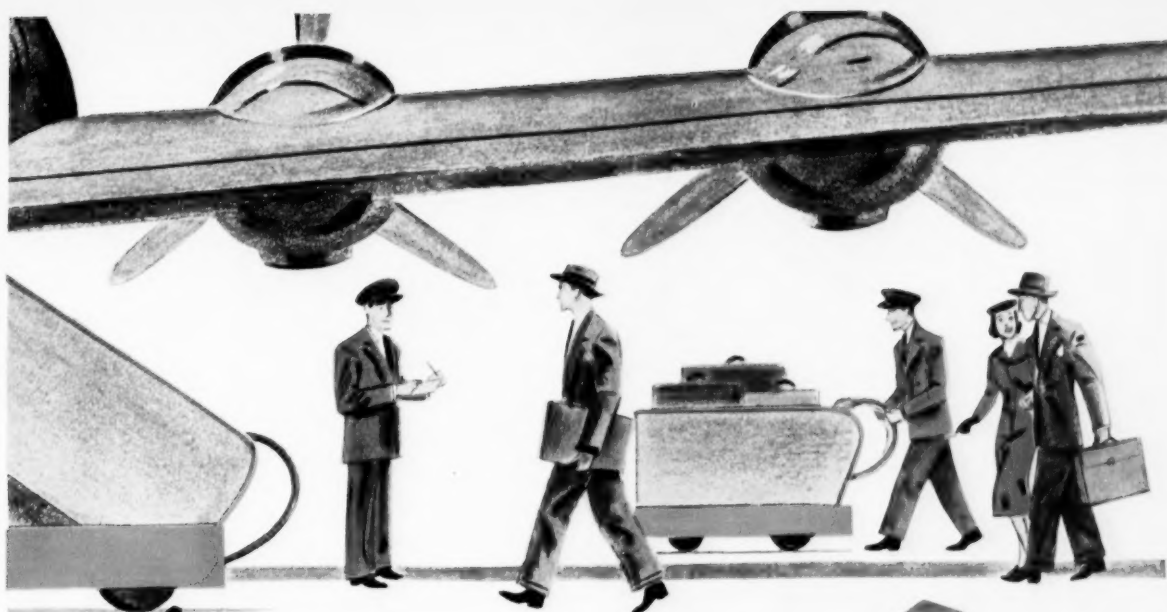
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for every occasion. For the finest in footwear
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